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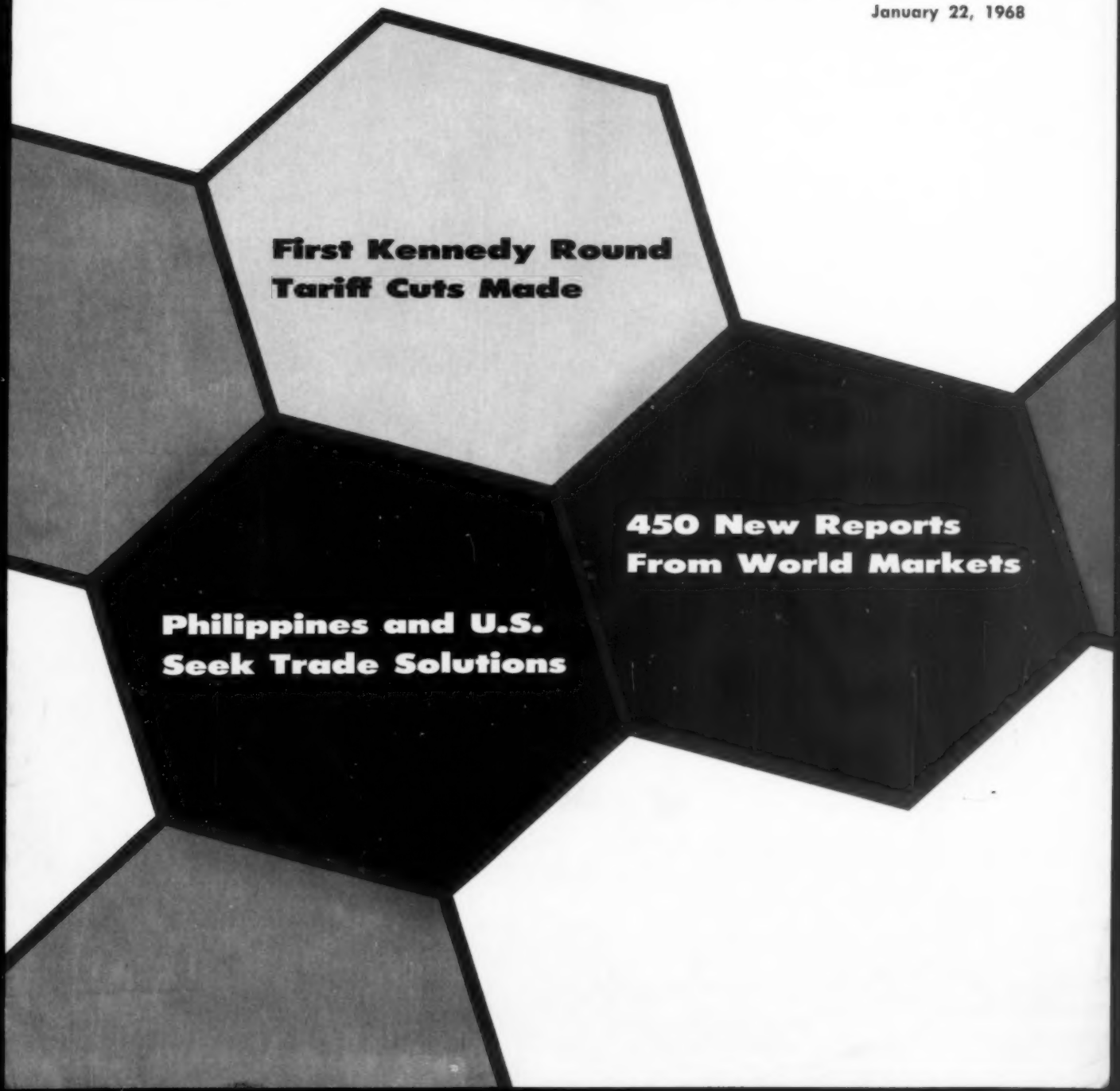
International Commerce

January 22, 1968



International Trade Winds

Company News

LUMBER—Weyerhaeuser Co., Tacoma, Wash., has set up its own corporate sales offices in South America, Europe, Australia, and several countries in the Far East. The move is a significant departure from the traditional policy of most U.S. forest products companies to sell overseas only when an excess supply was on hand or when overseas prices were higher than domestic ones. Weyerhaeuser made its decision to go into foreign markets permanently when exports topped 8% of the company's total sales volume.

ECONOMIC CONSULTING—Robert R. Nathan Associates, Washington, D.C., is conducting a two-year survey of priorities for transportation investment in Malaysia under a $729,000 contract awarded by the Malaysian Government. Included in the survey will be a detailed program for the years 1969-75, with recommendations for financing, and development of specific projects for the various modes of transportation. The U.S. firm will also determine investment perspectives for the years 1976-85. Feasibility studies are now underway for the projects involved. Nathan will also provide the Government with help in improving its organization and staffing for transportation planning.

BANKING—The Bank of America, San Francisco, has opened a new branch in Asuncion, Paraguay, increasing its number of Latin American branches and representative offices to 25. With the addition of the Asuncion branch to its overseas system, the bank will have direct representation in all South American countries except Uruguay and Guyana. The Bank of America now maintains branches, representative offices, and affiliates in 62 countries and territories throughout the world.

PETROLEUM EXPLORATION—The Government of Mauritania has approved the assignment of exploration acreage in that country to a Standard Oil Company of Indiana subsidiary, Amoco Mauritania Petroleum Co. Under the agreement, Amoco Mauritania will have an 80% interest in the 14,942 square mile area, which includes both onshore and offshore territory.

Newsletter

"Hollywood Visslan" in Sweden and "lustigste Signal" in Germany. And other descriptive titles in Japan, South Africa, Denmark, France, Uganda, Tanzania, Kenya, Malagasy Republic, Venezuela, Switzerland, Italy, Spain, the Netherlands, Finland, Mexico, Australia, and even the Canary Islands identify the unusual export product of the Yoder Mfg. Co. of Little Rock. It is an automotive accessory with the trade name of "Hollywood Wolf Whistle" that is appearing not only on cars overseas, but on scooters, rickshaws and even oxcarts. Proves that the limits to U.S. export opportunities are, indeed, far out.

Does U.S. government support of export credit fall short of that available in other countries? Recurring stories seem to indicate so. But the Foreign Credit Insurance Association and Eximbank, looking into supposed instances of smaller down payments and longer terms elsewhere, often learn otherwise. Here's their report: "Eximbank and FCIA generally are willing to consider matching the longer terms when it can be shown that the foreign competitor is supported by its government-sponsored insurer. In many, if not most cases, however, when FCIA and/or Eximbank have cabled their Berne Union associate (corresponding foreign agency) for verification of specific cases, it has been found that the foreign buyer's claim had no supporting evidence, or, if the longer terms were actually granted, the individual supplier's credit was uninsured."

FCIA, in an expansion of its services to U.S. exporters, has set up a special office to handle relations with the textile industry. Textile exporters who have questions on the insurance of overseas shipments are directed to Donald G. Hand, FCIA, 250 Broadway, New York 10007.

A reminder about last week's World Trade Outlook issue of INTERNATIONAL COMMERCE. This semi-annual feature formed a 68-page section of the magazine. It included an overall assessment of U.S. foreign trade prospects in 1968, perspective reports on five major trading areas overseas, and individual analyses of the economic-commercial situation in 55 countries. The information was sifted by U.S. Commercial Officers around the world, and edited by Commerce Department specialists in Washington. Next World Trade Outlook issue is due in July.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

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in this issue

Six months after the GATT Kennedy Round negotiators completed their historic work in Geneva, Switzerland, the first tariff cuts have been put into effect. A country-by-country summary of this action, with a special report on the Canadian implementation, begins on Page 2. Commerce's computer has assembled a new listing of about 450 Foreign Markets Reports from countries all over the world. It is presented on Pages 11-17. U.S. and Philippine negotiators recently began talks on a new trade treaty. Story on Page 25.

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Kennedy Round cuts start

Twelve nations joined U.S. in making first step of agreed reductions on Jan. 1

By FRANK VARGO

Office of International Regional Economics, BIC

Thousands of U.S. products faced lower tariffs on Jan. 1 as twelve nations joined the United States in implementing the first stage of their Kennedy Round concessions. Lowering their tariffs were: Australia, Austria, Canada, Chile, Ireland, New Zealand, Peru, Portugal, South Africa, Switzerland, Turkey, and Yugoslavia.

The Kennedy Round, as the Sixth Round of Tariff Negotiations under the auspices of the General Agreement on Tariffs and Trade (GATT) is called, was concluded on June 30. Fifty-three nations participated in the Kennedy Round, agreeing on tariff concessions affecting $40 billion of world trade. Tariffs on non-agricultural products were reduced by an average of 35%, with many tariffs being cut by as much as 50%.

The tariff reductions negotiated in the Kennedy Round are to be implemented in five equal stages, each stage amounting to one-fifth of the total concession. The full reductions are to be effective by Jan. 1, 1972, but the timing of the individual stages varies from country to country, with most nations falling into two general groups: those who implemented their initial one-fifth reduction on Jan. 1, 1968, and those who will implement their initial reduction on July 1, 1968.

Five-step process

As a general rule, the nations that initiated their reductions on Jan. 1 will implement a further one-fifth reduction on Jan. 1 of 1969, 1970, 1971, and 1972. Thus, for these countries, a duty that was reduced from 10% to 5% in the Kennedy Round fell to 9% on Jan. 1, 1968, and will fall to 8% on Jan. 1, 1969, 7% on Jan. 1, 1970, 6% on Jan. 1, 1971, and 5% on Jan. 1, 1972.

The nations initiating their reductions on July 1, 1968, are to implement two stages at that time—two-fifths of their total reduction. The remaining three stages are to be implemented on Jan. 1, 1970, 1971, and 1972. Thus, for these countries, a duty that was reduced from 10% to 5% in the Kennedy Round will fall to 8% on July 1, 1968, 7% on Jan. 1, 1970, 6% on Jan. 1, 1971, and 5% on Jan. 1, 1972. Nations in this group include the European Economic Community (EEC)—Belgium, France, Germany, Italy, Luxembourg, and the Netherlands; Finland; Japan; Sweden; the United Kingdom; Denmark; Norway; Trinidad & Tobago, and Spain.

A third group of nations made concessions in the Kennedy Round that consisted solely of 'bindings'—promises not to raise their tariffs in the future above the bound concession rates. These concessions require no staging and are currently in effect. These nations include Argentina, Brazil, and Malawi.

Country summaries

The initial duty reductions of the 12 foreign nations that implemented the first stage of their Kennedy Round concessions on Jan. 1 are summarized briefly below.

It should be noted that as of press time, very few of the countries' revised tariff schedules incorporating the Jan. 1 concessions had been received. Most of the rates appearing below were calculated from the concessions schedules agreed upon in June 1967. While every effort has been taken to assure their accuracy, final knowledge of these rates will not be available until the actual revised tariff schedules of all twelve countries have been received.

These summaries are necessarily brief and sketchy. More complete information regarding the Kennedy Round and some of its implications for U.S. trade is contained in the July 31 and Nov. 20 issues of INTERNATIONAL COMMERCE.

Detailed information regarding duty changes on individual products resulting from the Kennedy Round may be obtained through any Department of Commerce Field Office or by writing to the Office of International Regional Economics, Bureau of International Commerce, Washington, D.C. 20230.

Answering service on specific items

All U.S. businessmen know that the members of the General Agreement on Tariffs and Trade agreed to cut their import tariffs on non-agricultural goods by an average of 35% during the recent Kennedy Round negotiations. But how can they find out what countries made what cuts on what specific products, and when they will go into effect?

The Department of Commerce has set up an answering service to explain the details of the negotiations as they apply to the everyday operations of international businessmen. Since the Kennedy Round agreement was signed in Geneva on June 30, the Office of International Regional Economics' (OIRE) trade analysis specialists have received about 3,500 requests from individual U.S. firms for information on concessions affecting their products.

While they're at it, the analysts can also include detailed information on internal or border taxes, licensing and documentation requirements, import quotas and other trade impediments on specific products in particular countries —practices which for the most part were not affected by the Kennedy Round.

Requests should specify particular country of interest. Give complete product description, including appropriate details on constituent materials. Include, if possible, descriptive literature. It would also be helpful if products could be identified in terms of the Brussels Tariff Nomenclature, the U.N. Standard International Trade Classification, or the U.S. Schedule B export commodity number.

Countries making concessions were: Argentina, Austria, Australia, Brazil, Canada, Chile, Czechoslovakia, Denmark, Dominican Republic, EEC (includes Benelux, France, Germany, and Italy), Finland, Iceland, India, Ireland, Israel, Jamaica, Japan, Korea, Malawi, New Zealand, Norway, Peru, Portugal, South Africa, Spain, Sweden, Switzerland, Trinidad and Tobago, Turkey, United Arab Republic, United Kingdom, and Yugoslavia.

Write: Office of International Regional Economics, Bureau of International Commerce, Washington, D.C. 20230.

Canada's initial stage of Kennedy Round reductions incorporated a large number of accelerated reductions and is reported separately in an article immediately following.

Switzerland's Kennedy Round concessions were very broad, affecting roughly 85% of U.S. exports to that country. The bulk of the Swiss concessions on non-agricultural products were in the range of a 40-50% reduction in duties. Thus, on Jan. 1, many Swiss duties were reduced by as much as 10%. The duty on statistical and accounting punch-card machines, for example, fell from 200 Swiss Francs to 180 Swiss Francs per 100 kilograms on Jan. 1 and will fall to 100 Swiss Francs by Jan. 1, 1972.

Switzerland was, to begin with, a low-tariff nation, with over half of its duties being 5% or less. After the final implementation of the Kennedy Round, most of its duties will be less than 3%. This will blunt the competitive edge now held by the European Free-Trade Area (EFTA) countries, whose exports enter Switzerland duty-free.

Austria's first stage of Kennedy Round concessions on Jan. 1 also resulted in duty reductions of up to 10%. The duties on vending machines, paper and paperboard machinery, and certain dairy machinery, for example, all fell from 20% to 18% on Jan. 1. The duties on these items will fall to 10% by Jan. 1, 1972.

Austria's Kennedy Round concessions were widespread, covering most of the major industrial product categories in the Austrian tariff schedule. While the average reduction on Austrian imports from the United States will amount to a 28% cut in duties, duties on many important items will fall by 50%.

Portugal's concessions in the Kennedy Round were more limited, but quite deep, with almost all duty reductions being at least 50%. Portugal thus made some cuts of more than 10% on Jan. 1. The duty on tetraethyl lead, for example, fell from 10% to 9% on Jan. 1 and will fall to 5% on Jan. 1, 1972. Portugal also eliminated some duties. The duty on excavating machinery, for example, was reduced from 1.5% to free.

New Zealand made some tariff reductions of up to 50% in the Kennedy Round and also bound the duty-free status of many goods. New Zealand's initial tariff cuts on Jan. 1 thus included some duty cuts of up to 10%. The duty on fountain pens, for example, declined from 50% to 45% on Jan. 1 and will fall to 25% by Jan. 1, 1972. The duty on laboratory glassware dropped from 20% to 18% on Jan. 1 and will be 10% by Jan. 1, 1972.

NEW ZEALAND MADE CUTS of up to 50% on some items, as well as binding the duty-free status of many goods. Imports from U.S. are well protected at this all-weather dock in Bluff Harbor, N.Z.

Australia's tariff concessions were quite limited in scope. A number of items, however that were dutiable at 7½% faced duties of only 6% on Jan. 1 and will enter duty-free by Jan. 1, 1972. Included in this group are: electron microscopes, bicycle lamps, and certain milling and boring machinery.

South Africa's concessions in the Kennedy Round of greatest interest to U.S. exporters are the 60% reduction in the duty on electronic data processing equipment from 5% to 2% and a 50% duty reduction on photographic plates and films. The duty on the latter fell from 10% to 9% on Jan. 1 and will go to 5% by Jan. 1, 1972.

Ireland's Kennedy Round concessions cover about 40% of U.S. exports to that country. A number of the concessions consist of bindings of rates in effect prior to Jan. 1, some of which are at the duty-free level. Many other concessions, however, involve duty reductions, the first of which occurred on Jan. 1. Of particular importance was the concession on coal. The duty on that item was reduced outright from three shillings per ton to duty-free on Jan. 1.

Peru's duty reductions in the Kennedy Round affect only six items. The tariff levied on chickens less than a week old, for instance, was reduced from 10% to 8% on Jan. 1 and will be duty-free by Jan. 1, 1972.

Chile unilaterally reduced import duties on 176 items in October 1966 by an average of 80%. At the same time, the categories of imports requiring prior deposit were limited, the percent of deposit required for the importation of the remaining categories were rounded downward, and the list of permitted imports was expanded.

Chile did, nonetheless, grant some concessions in the Kennedy Round, which were fairly evenly divided between bindings and concessions. The duty on optical

SWISS DUTIES on statistical and accounting punch card machines will be cut in half through Kennedy Round concessions. This IBM computer has been installed in one of the large Swiss banks.

Canada implements its substantial Kennedy Round reductions quickly; wide variety of imports affected

Single-step reductions on Jan. 1 made the full cuts which nation agreed to at Geneva for 270 separate tariff classifications

By DAVID FELLMAN

Office of International Regional Economics, BIC

All of Canada's Kennedy Round concessions, except for the tariff changes on chemicals and plastics, were scheduled to take effect either in a single step on Jan. 1, or in annual stages extending over a period not to exceed four years commencing on that date. The new rates on chemicals and plastics will begin on July 1.

The Jan. 1 single-step reductions apply to approximately 270 separate tariff classifications and constitute an important share of the $1.4 billion in reductions to which Canada agreed at Geneva.

Among the products on which duties were reduced in a single step on Jan. 1 are production machinery, dairy machinery, cigarette packaging machinery, certain welding apparatus, equipment for tractors, electric steam turbo generator sets, lumber, granite and other building stone, certain fruit trees and fruit juices, florist stock and tropical products.

Probably the most important of the immediate and fully effective reductions which began on Jan. 1 is that applicable to production machinery. Included in this group are such items as machinery for working metal by turning, milling, grinding, drilling, boring, and planing, and parts therefor; paper-making machinery; vending machines; fork lift trucks; power cranes or shovels; concrete road paving machines; and electricity generating sets. Also included in this group are certain household appliances such as air conditioners, fans, humidifiers, blenders and garbage disposal units.

For the foregoing classes of machinery, Canada has established new tariff item 42700-1 covering "Machines, not otherwise provided for, and accessories, attachments, control equipment and tools for use therewith; parts of the foregoing."

Imports of goods under this new tariff item will be subject to a 15% levy replacing 22½ and 20% duties which had applied on 12 separate Canadian tariff classifications covering machinery of "a

blanks for corrective lenses, for instance, was lowered from 65% to 58.5% on Jan. 1, and will decline to 33% by Jan. 1, 1972.

Turkey made only limited concessions in the Kennedy Round. One of the more significant duty reductions was that applying to breeding poultry, which fell from 30% to 27% on Jan. 1 and will decline to 15% by Jan. 1, 1972. The more important Turkish tariff reductions will occur in the future as Turkey, which is an associate member of the European Economic Community, gradually aligns its tariffs with the Common External Tariff of the EEC.

Yugoslavia's Kennedy Round concessions consisted primarily of bindings (some at the duty-free level). The most important tariff reduction granted is the gradual lowering of the 3% duty on cotton, not carded or combed, to duty-free.

ALL LUMBER TARIFFS BETWEEN U.S. AND CANADA will be done away with, and several of them have been eliminated already. Below, the Scott Maritime Pulp, Ltd. plant near Pictou, Nova Scotia.

class or kind made in Canada." Canadian imports of these products from the United States were valued at about $137 million in 1964.

In addition, Canada will grant remissions of the 15% duty on any products entering under new tariff item 42700-1 ruled to be not available in Canada. Four separate tariff classifications which had carried 7½% levies on machinery of a "class or kind not made in Canada" have been eliminated as a result of the establishment of new tariff item 42700-1.

Canadian imports from the United States of these "not made in Canada" items were valued at $254 million in 1964.

Earlier articles

Further details about Canada's new production machinery tariff arrangement were reported in articles appearing in the Nov. 20 issue of INTERNATIONAL COMMERCE.

Unlike the duty remission feature applicable to the foregoing production machinery, machines and tools for use on internal combustion off-highway tractors, of "a class or kind not made in Canada" will now enter free of duty instead of being subject to the previous 7½% levy. Such products, if of "a class or kind made in Canada" will be subject to a duty of 15% rather than 22½% previously imposed. Covered by these tariff cuts are blades, loaders, rippers, rakes and related operating controlling gear.

Import duties on some other industrial machines, not included in the above groups, were also reduced on Jan. 1. Thus the 15% duty on machinery for dairying purposes was cut in half to 7½%. Included are power fillers and cappers, power milk bottle washers, power milk can washers, ice-breaking machines and parts of the foregoing.

The 7½% levy was completely eliminated on automatic machines for making and packaging cigars and cigarettes. Canada also removed the 5% tariff on poultry processing equipment and on veneer-drying machines. The duty on high frequency and ultra high frequency electric resistance welding apparatus was reduced to 10%, a cut of 50%.

The rapidly expanding sector of electronic sound recording and reproduction will benefit from a one-step reduction. Beginning Jan. 1, the duty on recorders, reproducers and dictation recording and transcribing equipment using magnetizable tape was reduced from 22½% to 12½%.

A striking feature of the Kennedy Round negotiations was the agreement between Canada and the United States to mutually eliminate tariffs on lumber. While most of the trade in lumber flows southward from Canada into the United States, shipments of United States lumber to Canada approximate $10 million annually.

CANADA REDUCED DUTIES on imported production machinery on Jan. 1, thereby implementing the most important of the immediate concessions made by the Canadian delegation at the negotiations in Geneva. This is the Ford of Canada automobile production complex at Oakville.

On such imports, Canadian duties of 5 and 10% and in some cases 20% were completely removed on Jan. 1. The 20% rate of duty on hardwood timber and lumber was cut to 5% on Jan. 1.

Wood flooring, other than oak, became eligible for duty-free entry on Jan. 1 by the elimination of previous 12½ and 20% imposts. Wood mouldings are now eligible to a 10% duty compared to the 20% collected before Jan. 1.

Bituminous duty dropped

In the field of energy resources, Canada completely removed the 50 cents per ton levy on imported bituminous coal and the 3 cents per cubic foot duty on natural gas imported by pipeline. Imports of these fuels from the United States exceed $40 million annually.

Another sizeable reduction also effective as of January 1 was the cut in the 17½ and 20% levies on roofs, chutes, wall sections, and similar materials for the construction of silos, to 10%.

A number of U.S.-produced agricultural products will also benefit from the Jan. 1 single-step reductions. Among these are lima and Madagascar dried beans, buckwheat meal or flour, straw and hay, guar meal, flaxseed, certain field seeds, fruit trees and some frozen, dried, desiccated or dehydrated vegetables.

Some of the Canadian concessions, which became fully effective in one step on Jan. 1, were specifically designed to assist the developing countries. However, under the Most-Favored-Nation principle, these reductions will also apply to imports from the United States.

Among the concessions were the complete elimination of tariffs on limes; lime, lemon and passion fruit juices; nuts; unmanufactured tobacco; arrowroot; curry powder; cocoa and vanilla beans; cocoanuts; green coffee; and illipe and shea butter as well as butter produced from the cocoa bean. In addition duties were partially reduced on peanut butter, roasted or ground coffee and spices.

Dade County mission in Central America to spur U.S. sales

Group sponsored by Commerce Chamber tours five countries to sell Florida products

The first Government-approved Trade Mission of 1968 is in Central America seeking new foreign trade opportunities for the metropolitan Miami, Fla., area.

The 10-man team, representing the International Affairs Council of the Miami and Dade County Chamber of Commerce, is the vanguard of the largest number of trade missions ever planned for the first half of a year.

Twenty missions are expected to go abroad this spring with U.S. Department of Commerce support—one-third more than during the first six months of 1967.

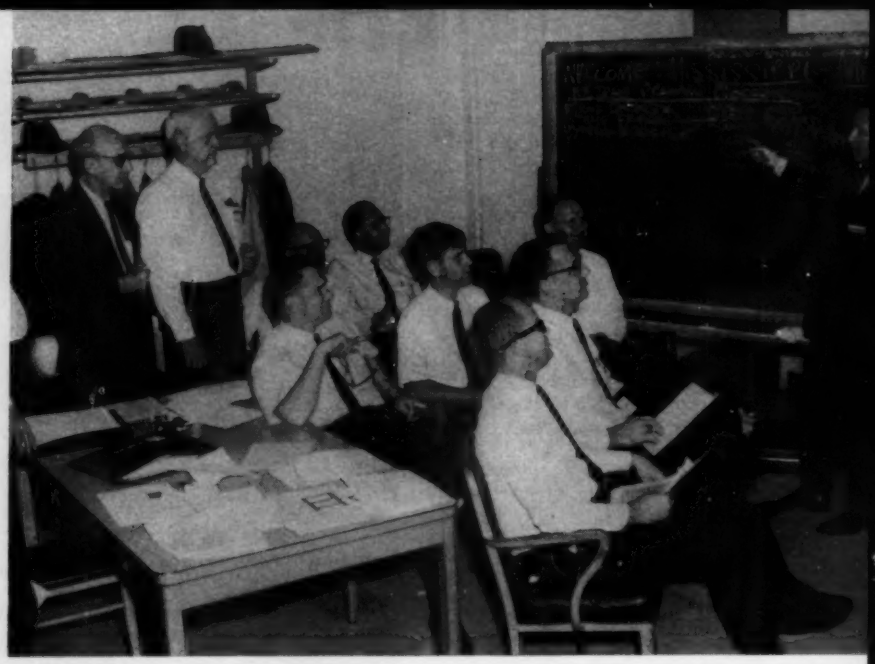
The mission visited Guatemala City, Jan. 10-11; San Salvador, Jan. 12-14; Tegucigalpa, Jan. 15; San Pedro Sula, Jan. 16; Managua, Nicaragua, Jan. 17-18; and is winding up its work in San Jose, Jan. 19-23.

Seek sales leads

Mission members are seeking trade opportunities in the fabricated metals field, tools, coffee dryer machinery, household and industrial electrical equipment and lumber.

Guy K. Stewart, chief of the Commercial Development and Investment Commission of Dade County, is heading the mission. Other members are Sidney D. Ansin, president, Sunbeam Television Corp., Len J. Dietzen, assistant manager for sales, Stainless Steel Service & Supply, Inc., James E. Flynn, president, James E. Flynn & Co., Thomas R. Lanigan, Jr., manager, export division, Renuart-Bailey-Cheely Lumber & Supply Co., Carl Matusek, president, Carl Matusek, Inc., and Jorge E. Rodriguez, export manager, Hopkins-Smith International, all of Miami; Admiral I. J. Stephens, director, Port of Miami; Howard W. Koepka, president, Fabco Metal Fabricating, Inc., Hialeah; and Daniel Whittelsey, president, D. Whittelsey, Inc., Coral Gables.

The Dade County group is the first Government-approved mission to go out from Florida. Roger LaRoche, Director of the Commerce Department's Miami Field Office, assisted the Council in organizing the mission.



MISSISSIPPI MISSION was briefed by Commerce Department officials at the John F. Kennedy International Airport in New York just before the group departed for a business tour of six European countries.

Mississippi again sends mission to Europe, sees favorable market for farm and manufactured items

After sponsoring several missions, State Marketing Council plans to send still more; chances for increased sales good

The Mississippi Marketing Council has sponsored five trade missions to help locate markets for the State's farm and manufactured products abroad.

The Council plans to sponsor others in the future—one or two each year. The reason: Trade missions pay off.

Jack R. Rhodes, Marketing Council secretary and leader of the most recent of its missions, says that "every participant was able to do some business."

His group returned this fall from a three-week trip in the Federal Republic of Germany, Belgium, the Netherlands, Sweden, Denmark, and Britain, with side trips by some members to Switzerland, Ireland, and Italy.

This was the second Council mission to go to Europe; the first went in 1965. Others have found markets in South and Central America and the Caribbean. All have been considered well worth the time and money for expenses—contributed by the participants.

Members of Rhodes' group obtained a wealth of information about markets for the products of the State and those of major interest to the companies they represented: lumber, cotton, soybeans, agricultural machinery, materials handling equipment, closures—industrial, household, marine.

They also promoted use of Mississippi ports, and interested at least one company in considering Mississippi as a location for an industrial complex.

In London, the group attended Mississippi's food products exhibit at the U.S. Trade Center. In Brussels, member Green visited the International Institute for Cotton.

Member Ibsen said his company needed

Trade missions, business promotions win 'E' for Miss. Council

The Presidential "E" for export service has been awarded to the Mississippi Marketing Council for its organization and leadership of trade missions, publication of a multi-lingual trade directory, dissemination of foreign trade leads throughout the state, and use of overseas advertising to promote the sale of Mississippi-made products.

The "E" flag and certificate were presented by Senator James O. Eastland at a special luncheon in Jackson, Miss. Paul B. Johnson, then Governor of Mississippi, accepted the award for the Council.

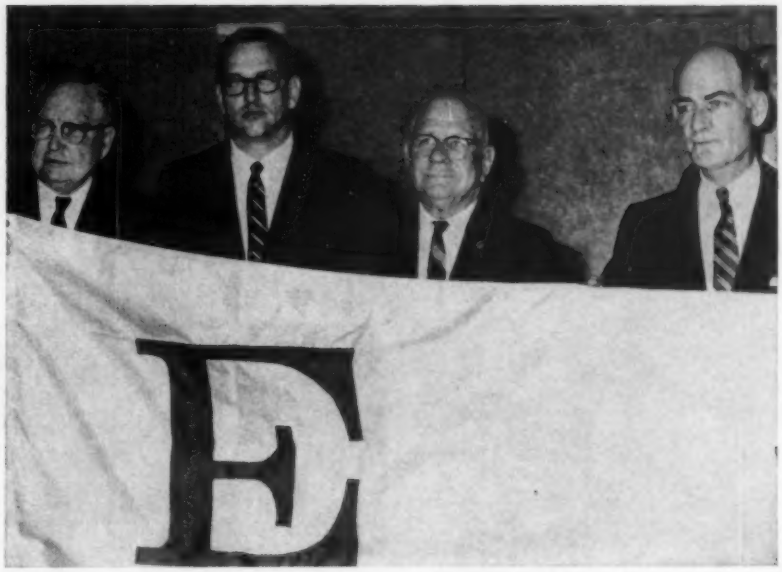
The Council, the marketing arm of the Mississippi Agricultural and Industrial Board, was established in 1964 for the purpose of expanding markets for Mississippi's agricultural and manufactured products.

The Council has organized and led five trade missions to Central and South America and to Europe since 1965.

It operates a full-time product display center and export promotion facility in the International Trade Mart in New Orleans.

The Council has published an export/import trade directory and distributed it to U.S. overseas posts, some 500 importers abroad, export agents, freight forwarders, and U.S. trade promotional organizations.

The Directory is divided into four sections: Mississippi/U.S.A., an introduction; Exports, listing products (alphabetically and by Standard Industrial Classification number), manufacturers and exporters; Imports, listing products and importers; and Mississippi's Ports and Capital City. Each section is presented in English, French, German, Italian, Spanish and Portuguese.



'E' CEREMONY was attended by (l. to r.): Sen. James O. Eastland, who presented the award, Jack R. Rhodes, Council sec'y, Boswell Stevens, chairman, and Gov. Paul B. Johnson, who accepted award.

The Council has developed a direct action trade lead program which, since its inception a year ago, has matched over 360 trade leads from 29 sources with 1,028 prospective suppliers throughout the state.

The Council publicizes U.S. and Mississippi export expansion activities through speeches by staff, council and mission members. To date, they have addressed more than 100 groups, with a total audience of well over 5,000.

The Marketing Council Newsletter is published monthly and distributed to all manufacturers in the state and more than 400 subscribers in 40 foreign countries. The Newsletter contains information of interest to foreign traders and an export/import opportunity list.

This past fall the Council scheduled an export expansion "triple-header":

► It sponsored, planned and staffed the Mississippi display at the 1967 ANUGA Food Fair in Cologne.

► It sponsored, planned and staffed a display of Mississippi food products at the Semi-annual Department of Agriculture Show at the U.S. Trade Center in London.

► It organized and conducted a trade mission to Germany, the Netherlands, Belgium, Denmark and Sweden.

an introduction to the European market, and his participation in the mission made this introduction easier. He was able to arrange for distribution of his company's products in all the countries visited.

After discussions with one of the largest users of soybean products in a three-country area, leader Rhodes is optimistic about the State's chances for increasing its share of the European soybean market.

"This company has expressed interest in buying soybeans directly from a farmer cooperative in the United States," said Rhodes. "Mississippi has at least two such cooperatives which could easily supply a market of this size. As a result of this mission, we're in an excellent position to capture this market."

Paul B. Johnson III represented his father, then Governor, Paul B. Johnson, Jr., on the mission, to convey to government officials and the European business community the interest of state leaders in expanding trade between Mississippi firms and firms throughout the world.

Millard M. Bush, of the Mississippi Agricultural & Industrial Board, and Dr. Guy T. Peden, Bureau of Business and Economic Research, Mississippi State University, also accompanied the mission. Dr. C. R. Sayre, a member of the Marketing Council, represented the Staple Cotton Cooperative Association of Greenville.

Industry members, and the firms they represented, were Don R. Green, Ferson Optics, Inc., Ocean Springs; Paul Garner and Emory Hodgson, Alexander Manufacturing Co., Yazoo City; F. L. Callon, Ricks Lumber Co., and Robert G. Haltom, Haltom Lumber Co., Natchez; and M. T. Ibsen, Moeller Manufacturing Co., Greenville.

AS MANY AS 60 PAGES of International Commerce can be reproduced on one microfiche sheet, freeing library shelf space for other uses.

Microfiche edition considered for International Commerce readers

Space-saving service is to be made available soon if companies, libraries and individuals indicate interest

In a year in which INTERNATIONAL COMMERCE has offered an automated cumulative index to its readers, the magazine continues to offer service through new techniques.

If subscriber interest proves sufficient, it will reproduce the 52 issues of Volume 73, covering the calendar year 1967, on microfiche sheets.

Each film sheet is capable of carrying images of up to 60 pages, and most issues of INTERNATIONAL COMMERCE would fit on one sheet. With the inclusion of the annual index to the magazine, the entire year could be reproduced on fewer than 60 thin film sheets fitting into the space taken up by a stack of 4″ x 6″ cards less than one-half inch high.

Besides saving space on business library shelves, the microfiche edition of the magazine would, when used with up-to-date reader-printers, facilitate reprinting of specific articles published during the year. Some microfiche equipment now provides instant dry copies of any needed page at the touch of a button.

The microfiche version of INTERNATIONAL COMMERCE could be produced to sell for about $20 for the full year's set, but the editors need to know more about the potential demand for such an offering.

Libraries which might be interested in such an edition of the magazine are invited to notify INTERNATIONAL COMMERCE of their potential interest. Those answering will be under no obligation to purchase the microfiche set if it becomes available, but they will be notified if the service is started.

Replies should be addressed to:

Managing Editor
International Commerce (204)
U.S. Department of Commerce
Washington, D.C. 20230

BASIC TRAINING OF INSTRUMENT DISTRIBUTORS from 10 countries around the world includes classroom sessions. Franco Visinoni, LECO's European supervisor, is standing at left; company officials Joseph Sauer and George Krasl are standing at right. Visinoni is multi-lingual, knows instrument uses.

LECO course calibrates distributors

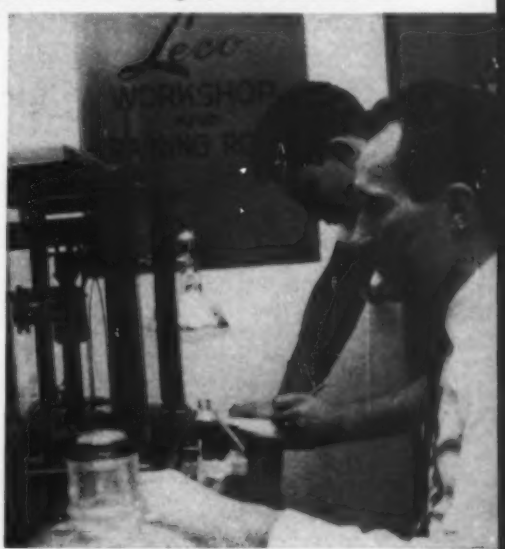
Laboratory Equipment Corp. of St. Joseph, Mich., known as LECO, markets analytic instruments for determination of carbon, sulfur, oxygen, hydrogen and nitrogen in metals and other materials. The company's small size makes maintaining its own overseas sales staff impractical. But because it must sell sophisticated products to technical clients, solid product know-how for distributors is essential.

To solve this problem as economically as possible, LECO brings overseas distributors, who are also engineers, to its St. Joseph plant and puts them through a training program designed to familiarize them with the company's entire line.

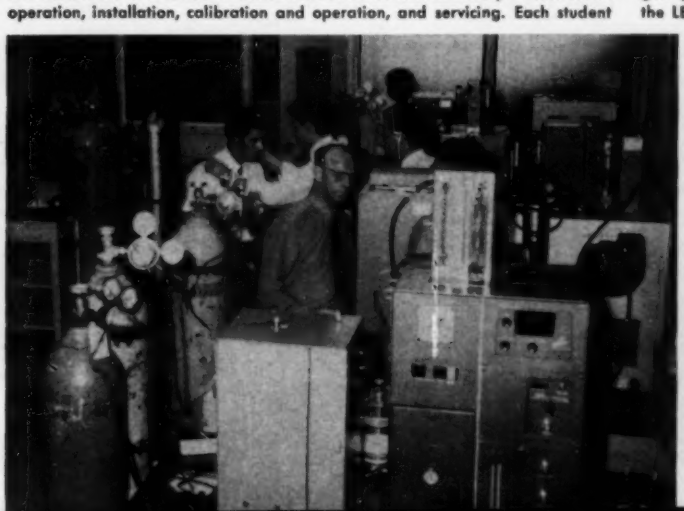
The distributor attends laboratory sessions to gain personal experience in using each instrument. In addition to instruction on instrument installation, calibration, operation and service, he receives sales training, with emphasis on competitive advantages of LECO products, and uses in individual countries.

Several months after the distributor has completed the course at company headquarters and returned to his own country, a LECO representative pays him a visit to handle any questions and problems.

LECO has found that its sales in each country are directly related to the quality of its distributors. The training program serves, in addition to providing operational and marketing information, to acquaint the distributor with the home office for better cooperation and understanding.



LAB SESSIONS for overseas visitors include instruction in theory of instrument operation, installation, calibration and operation, and servicing. Each student gets personal experience in the operation of each of the 10 instruments in the LECO line. Future training sessions may be held in Europe, Latin America.



AGRIBUSINESS 'EXHIBITS INTERNATIONAL' SITE is the 16-acre Exposition Hall at the right of the famous covered Astrodome stadium in Houston, Tex.

Texans add agribusiness show to livestock, Astrodome appeal

An export promotion that builds upon the appeal of the Astrodome in Houston and the tested international pulling power of Texas prize livestock is being focused on the agribusiness industry by the South Texas Regional Export Expansion Council.

It is the "Exhibits International" section of the Houston Livestock Show and Rodeo, to be held Feb. 21 through March 3 in the new 16-acre exposition building that adjoins the Astrodome stadium.

Trade visitors from abroad, with heavy representation from Central and South America, annually put the Houston show in their travel plans for its outstanding livestock displays. Their buying perspective has been widened to include exhibits of farm implements, dairy equipment, automatic watering devices and feeding systems, agricultural and husbandry chemicals, veterinary pharmaceuticals, fences, silos and other ranch equipment, tanks, irrigation pumps, fertilizers, seeds, and breeding techniques.

The expanded commercial presentation—now in its second year as a part of the livestock-rodeo event—is being developed in a 20,000 square-foot area of the show hall by a South Texas REEC committee under the chairmanship of Ray R. Brimble.

To assist foreign buyers, an international room has been set up in the exposition building, offering multilingual guides, translators and interpreters, stenographic service, currency exchange, and the help of customs brokers. Visitors from 23 countries were registered last year, when the inaugural agribusiness exhibition had 46 displays. The 1968 version, growing as a "pilot project for furthering export expansion in this area"—in the view of Mr. Brimble—is based on a 100-display plan.

Trowbridge appoints new members to NEEC

Three new appointments to the National Export Expansion Council have been announced by Secretary of Commerce Alexander B. Trowbridge: J. Howard Laeri, president of the American Bankers Assn. and vice chairman, First National City Bank of New York; Roger H. Gilman, first vice president, American Assn. of Port Authorities and director of planning and development of the Port of New York Authority; and Frank A. Nemec, member of the Committee of American Steamship Lines and president, Lykes Bros. Steamship Co., New Orleans.

The new members will represent their respective organizations on the 70-member Council.

AMA briefing sessions to focus on Latin America

The American Management Association has scheduled two meetings on Latin America for international traders.

A briefing session on Profit Opportunities in Central America: the Impact of CACM on U.S. Business will be held at the Hotel Pierre, New York City, Jan. 22-24. Producing Consumer Goods for South America is the topic of the session scheduled Jan. 24-26 at the AMA's headquarters in New York City.

Guest speakers at the Central America briefing include representatives from the United Fruit Co., Bank of America, Inter-American Investment Development Center, and ADELA Investment Co.

The South American seminar will present guest speakers from B. F. Goodrich Co., Standard Brands Inc., PurOlator Products Inc., and other companies engaged in selling in South America.

Second computerized listing of Foreign Market Reports classifies about 450 new titles

U.S. commercial specialists report trade prospects for individual commodities in various countries

This is the second listing of Foreign Market Service Reports that has been prepared by computer. It represents completion of the first major step in implementing a plan that the Domestic and International Business Division of the Department of Commerce has been preparing for two years: to build a computerized memory of millions of words about world trading conditions as reflected in the thousands of dispatches received in Washington annually from the Embassies and Consulates around the world.

All future reports in this service will be fed into the computer in the same manner, so that eventually Commerce will be able to provide world traders with reference listings of all foreign service reports on any particular commodity from a certain country or countries over a specified period of time.

Progress has a price, however. In order to be able to store this information in a way that it could later be recalled without an overpowering burden of irrelavent detail, it has been necessary to improve and extend the numbering system by which we identify the different topics.

The system that had evolved over the 40 years in which the Foreign Market Report Service and the Dispatch Loan Service were developed was not adequate.

Therefore, the documents in this acquisition list and all future acquisition lists are referenced under the Standard Industrial Classification system—with detail at the five-digit level.

Firms interested in agriculture, forestry or fisheries should consult numbers beginning with digits 01-09. Mining and construction categories begin with digits 10-17. Manufacturing and manufactured products are in categories beginning with digits 19-39. Service industries are categorized by digits beginning with 40-49.

The reports should be ordered by DIB number (such as DIB 67-11-001).

These listings appear regularly in INTERNATIONAL COMMERCE as new reports become available for sale. Listings have appeared in the Apr. 17, May 15, June 12, July 24, Aug. 14, Sept. 4, Oct. 2, Nov. 6, and Dec. 11, 1967 issues.

The reports are available for $1.50 each from the Clearinghouse for Federal Scientific and Technical Information, U.S. Dept. of Commerce, Springfield, Va. 22151. Make checks payable to the Clearinghouse.

01—AGRICULTURAL PRODUCTION

01100—Field Crops

China: Agricultural situation in Mainland China, 16pp, (DIB 67-12-193); **Finland:** Agricultural situation 1967, 8pp, (DIB 67-12-044); **Finland:** Semifinal crop estimates for 1967, 2pp, (DIB 67-12-198); **Grenada, W. I.:** Agricultural situation, 11pp, (DIB 67-12-192); **India:** Trip report—crop conditions and procurement plans in Andhra Pradesh and Orissa, 3pp, (DIB 67-12-195); **Iran:** Trip to Khuzistan, 6pp, (DIB 67-12-197); **Japanese** firms promoting agricultural development in **Cambodia,** 2pp, (DIB 67-12-190); **Malaysia:** Report on field trip to Pahang, Trengganu and Kelantan, Sept. 1967, 12pp, (DIB 67-12-188); **Republic of S. Africa:** Different institutions and forms of credit supplied to farmers in the Republic, 9pp, (DIB 67-12-189); **United Kingdom:** Agricultural conditions in England and Wales, Oct. 1967, 4pp, (DIB 67-12-194); **West Germany:** Agricultural policy—reorganization of production and marketing, 3pp, (DIB 67-12-191); **West Germany:** Bundestag debated farm problems, 3pp, (DIB 67-12-196).

01120—Cotton

Australia: Two new grants for irrigation announced, 2pp, (DIB 67-12-094); **Burma:** Cotton, 11pp, (DIB 67-12-243); **Costa Rica:** Agricultural situation, 34pp, (DIB 67-12-068); **Denmark:** Discontinuance of merger of Danish cotton spinning factories and Boss of Scandanavia, 2pp, (DIB 67-12-248); **Egypt:** Aerial spraying for 1968 cotton, 1p, (DIB 67-12-018); **Egypt:** Agricultural situation report, 13pp, (DIB 67-12-043); **Finland:** Market situation of cotton industry, 3pp, (DIB 67-12-008); **Hong Kong:** Cotton, 3pp, (DIB 67-12-245).

India: Final estimate, cotton (1966-67), 1p, (DIB 67-12-062); **India:** Raw cotton annual (1966-67), 2pp, (DIB 67-12-244); **Israel:** Cotton supplement, 5pp, (DIB 67-12-246); **Netherlands:** Cotton annual (1966-67), 14pp, (DIB 67-12-247); **Republic of S. Africa:** Trip report Rustenburg (tobacco cooperative), Potgietersrus (cotton ginning and tobacco cooperatives), 2pp, (DIB 67-12-053); **El Salvador:** Agricultural situation and policy, 17pp, (DIB 67-12-071); **Switzerland:** Agricultural situation supplemental report, 8pp, (DIB 67-12-045); **Yugoslavia:** Agricultural situation, 30pp, (DIB 67-12-069).

01130—Cash Grains

Egypt: Agricultural situation report, 13pp, (DIB 67-12-043); **France:** Agricultural situation (part I), 6pp, (DIB 67-12-070); **Japan:** Dependency on farm produce imports increasing, 6pp, (DIB 67-12-107); **Panama:** Agricultural situation, 12pp, (DIB 67-12-056); **Portugal:** Agricultural situation crop conditions, Sept. 1967, 2pp, (DIB 67-12-051); **Trinidad:** Agricultural situation, 12pp, (DIB-67-12-041); **Yugoslavia:** Agricultural situation, 30pp, (DIB 67-12-069).

01131—Food Grains

Argentina: Quarterly grain report, 11pp, (DIB 67-12-149); **Australia:** Quarterly grain and feed report, 18pp, (DIB 67-12-138); **Australia:** Wheat—first advance payment 1967-68 crop, 2pp, (DIB 67-12-164); **Australia:** Exports of wheat and flour, 3pp, (DIB 67-12-156); **Austria:** Grains and feeds, 13pp, (DIB 67-12-155); **Austria:** Grains and feeds, 13pp, (DIB 67-12-157); **Belgium:** Retail price increase for rice other than precooked, 2pp, (DIB 67-12-128); **Belgium:** Quarterly grain and feed, 4pp, (DIB 67-12-153).

Denmark: Grain harvest 1967, 1p, (DIB-67-12-009); **Denmark:** Grains and feeds July-Sept. 1967, 6pp, (DIB 67-12-163); **Egypt:** Rice exports seem on rise, 1p, (DIB 67-12-061); **Egypt:** Grain and feed report, 3pp, (DIB 67-12-141); **Finland:** Agricultural situation 1967, 8pp, (DIB 67-12-044); **France:** Grains and feed—monthly statistics, 3pp, (DIB 67-12-139); **Greece:** Quarterly grain and feeds, 13pp, (DIB-67-12-140); **Greece** exports durum wheat, 1p, (DIB 67-12-160); **India:** Grain and feed, 9pp, (DIB 67-12-148); **India:** Foodgrain imports, 2pp, (DIB 67-12-165).

Iran: Trip report to West Azerbaijan—production, processing, storage and marketing produce, 3pp, (DIB 67-12-054); **Italy:** Rice semiannual, 1967, 5pp, (DIB 67-12-127); **Italy:** Quarterly grain and feeds, 6pp, (DIB 67-12-154); **Japan:** Quarterly rice report summary, 7pp, (DIB 67-12-033); **Japan:** Wheat imports leveling off, 7pp, (DIB 67-12-143); **Japan:** Quarterly feed grains, 5pp, (DIB 67-12-142); **Japan:** Food agency reduces scheduled wheat imports fiscal year 1967, 3pp, (DIB 67-12-159); **Kenya:** Agricultural situation, 20pp, (DIB 67-12-049); **Liberia:** Agricultural situation, 7pp, (DIB 67-12-042); **Mexico:** Quarterly grain and feed report, 5pp, (DIB 67-12-147); **Mozambique:** France and Bulgaria prospective suppliers of wheat to Mozambique, 1p, (DIB 67-12-137); **Netherlands:** Agricultural situation, 33pp, (DIB 67-12-046); **Norway:** Agricultural situation 1967 (sections 2 and 3), 19pp, (DIB 67-12-072); **Norway:** Grains and feeds, 6pp, (DIB 67-12-158).

Pakistan: Quarterly rice report (July-Sept. 1967), 7pp, (DIB 67-12-034); **Pakistan:** Agricultural situation 1966-67 and forecast 1967-68, 9pp, (DIB 67-12-075); **Rhodesia:** Grains and feeds, 1p, (DIB 67-12-146); **El Salvador:** Agricultural situation and policy, 17pp, (DIB 67-12-071); **Switzerland:** Agricultural situation supplemental report, 8pp, (DIB 67-12-045); **Turkey:** Grain and feed, 5pp,

(DIB 67-12-144); **United Kingdom:** Visit to London by U.S. wheat sales mission, 7pp, (DIB 67-12-166); **United Kingdom:** Ministry of Agriculture release revised 1967 grain yield estimates, 1p, (DIB 67-12-161); **United Kingdom:** Grain and feed, 8pp, (DIB 67-12-152); **West Germany:** Grain and feed, 9pp, (DIB 67-12-145); **Yugoslavia:** Grain and feed report, 6pp, (DIB 67-12-162).

01136—Dry Beans, Dry Peas & Other Pulses

Costa Rica: Agricultural situation, 34pp, (DIB 67-12-068); **Guatemala:** Pulses annual, 6pp, (DIB 67-12-171); **Honduras:** Pulses annual, 5pp, (DIB 67-12-173); **Malaysia/Singapore:** Pulses supply situation, 23pp, (DIB 67-12-172); **Netherlands:** Pulses—annual report and projections, 4pp, (DIB 67-12-175); **Pakistan:** Agricultural situation and forecast, 9pp, (DIB 67-12-075); **Peru:** Pulses—annual report, 12pp, (DIB 67-12-167); **Trinidad:** Grain and feed (pulses), 3pp, (DIB 67-12-174); **Yugoslavia:** Grain and feed (pulses), 7pp, (DIB 67-12-168).

01137—Field Crop Seeds & Field Seeds

Argentina: Argentine sunflowerseed area 5% larger in 1967-68, 1p, (DIB 67-12-182); **Australia:** Scientific and technological developments—Sept.-Oct. 1967, 17pp, (DIB 67-12-091); **Australia:** Field seeds—annual report, 23pp, (DIB 67-12-185); **Austria:** Seeds—annual, 10pp, (DIB 67-12-183); **Belgium:** Agricultural situation, 4pp, (DIB 67-12-047); **Chile:** Seeds (pasture and legume), 10pp, (DIB 67-12-177); **Costa Rica:** Agricultural situation, 34pp, (DIB 67-12-068); **Denmark:** Annual seed report, 19pp, (DIB 67-12-187); **France:** Seeds—annual report, 8pp, (DIB 67-12-180); **Italy:** Seeds—annual 1967, 10pp, (DIB 67-12-184).

Japan considers initiating agricultural technical assistance program, 1p, (DIB 67-12-048); **Japan:** Annual seed report, 4pp, (DIB 67-12-179); **Japan:** Beer consumption resumes upward trend (annual hops report), 3pp, (DIB 67-12-201); **Netherlands:** Agricultural situation, 33pp, (DIB 67-12-046); **Rhodesia:** Agricultural policy settlement would bring prosperity to agriculture, 2pp, (DIB 67-12-074); **El Salvador:** Agricultural situation and policy, 17pp, (DIB 67-12-071); **Spain:** Seeds, 18pp, (DIB 67-12-181); **Sweden:** Seeds—annual report, 9pp, (DIB 67-12-186); **United Kingdom:** Hops production 1967, 5pp, (DIB 67-12-266); **West Germany:** Seeds, 7pp, (DIB 67-12-178); **Yugoslavia:** Hops (annual report), 6pp, (DIB 67-12-038); **Yugoslavia:** Seeds (annual report), 7pp, (DIB 67-12-176).

01140—Tobacco

Costa Rica: Agricultural situation, 34pp, (DIB 67-12-068); **Egypt:** Agricultural situation report, 13pp, (DIB 67-12-043); **Iran:** Trip report to West Azerbaijan—production, processing, storage and marketing produce, 3pp, (DIB 67-12-054); **Liberia:** Agricultural situation, 7pp, (DIB 67-12-042); **Pakistan:** Tobacco area and production 1965-67, 4pp, (DIB 67-12-134); **Panama:** Agricultural situation, 12pp, (DIB 67-12-056); **Portugal:** Agricultural situation—crop conditions Sept. 1967, 2pp, (DIB 67-12-051); **Republic of S. Africa:** Trip report Rustenburg (Tobacco cooperative)—Potgietersrus (cotton ginning and tobacco cooperatives), 2pp, (DIB 67-12-053); **Rhodesia:** Agricultural policy settlement would bring prosperity to agriculture, 2pp, (DIB 67-12-074); **Rhodesia:** Brain drain unlikely in tobacco, 2pp, (DIB 67-12-131); **Rhodesia:** Tobacco growers seek full payment for 1968 crop, 1p, (DIB 67-12-132); **El Salvador:** Agricultural situation and policy, 17pp, (DIB 67-12-071); **Switzerland:** Agricultural situation supplemental report, 8pp, (DIB 67-12-045); **Switzerland:** Additional information on new tobacco law, 4pp, (DIB 67-12-133); **Trinidad:** Agricultural situation, 12pp, (DIB 67-12-041); **Yugoslavia:** Agricultural situation, 30pp, (DIB 67-12-069).

01190—Field Crops, not elsewhere classified

Agricultural situation in: **Egypt,** 13pp, (DIB 67-12-043); **France,** 6pp, (DIB 67-12-070); **Panama,** 12pp, (DIB 67-12-056); **Portugal,** 2pp, (DIB 67-12-051); **El Salvador,** 17pp, (DIB 67-12-071); **Trinidad,** 12pp, (DIB 67-12-041); **Yugoslavia,** 30pp, (DIB 67-12-069).

Japan: Dependency on farm produce imports increasing, 6pp, (DIB 67-12-107).

01192—Fiber Crops other than cotton

Kenya: Agricultural situation, 20pp, (DIB 67-12-049); **Dahomey:** Entente fund approves loan for kenaf project, 1p, (DIB 67-12-126); **Pakistan:** Jute acreage and production 1966-67, final estimate, 2pp, (DIB 67-12-057).

01193—Sugar Crops

Belgium: Agricultural situation, 4pp, (DIB 67-12-047); **Denmark:** Total sugar commercialization planned, 1p, (DIB 67-12-240); **Iran:** Trip report to West Azerbaijan—production, processing, storage and marketing produce, 3pp, (DIB 67-12-054); **Japan:** Sugar, 5pp, (DIB 67-12-238); **Pakistan:** Agricultural situation and forecast, 9pp, (DIB 67-12-075); **Republic of S. Africa:** Sugar experiment station progress report, 2pp, (DIB 67-12-052); **Rhodesia:** Agricultural policy settlement would bring prosperity to agriculture, 2pp, (DIB 67-12-074); **Venezuela:** Sugar industry, 13pp, (DIB 67-12-077).

01195—Oil Bearing Crops

Colombia: Sesame and sesame oil, 3pp, (DIB 67-12-231); **Costa Rica:** Agricultural situation, 34pp, (DIB 67-12-068); **Ecuador:** Castorbeans, 6pp, (DIB 67-12-232); **India:** Castorbeans, 8pp, (DIB 67-12-237); **India:** All-India final estimates of rape, mustard seed and flaxseed 1966-67, 1p, (DIB 67-12-224); **Japan:** Fats and oils consumption—Russian sunflower seed import, 18pp, (DIB 67-12-235); **Liberia:** Agricultural situation, 7pp, (DIB 67-12-042); **Mexico:** Castorbean annual report, 1p, (DIB 67-12-230); **Netherlands:** Fats and oils semiannual 1967, 13pp, (DIB 67-12-234); **Pakistan:** Agricultural situation and forecast, 9pp, (DIB 67-12-075); **Spain:** Fats and oils, 3pp, (DIB 67-12-236).

01220—Fruit & Tree Nuts

Agricultural situation in: **Belgium,** 4pp, (DIB 67-12-047); **France,** 6pp, (DIB 67-12-070); **Kenya,** 20pp, (DIB 67-12-049); **Panama,** 12pp, (DIB 67-12-056); **Trinidad,** 12pp, (DIB 67-12-041); **Yugoslavia,** 30pp, (DIB 67-12-069); **Japan:** Dependency on farm produce imports increasing, 6pp, (DIB 67-12-107); **Portugal:** Agricultural situation crop conditions Sept. 1967, 2pp, DIB 67-12-051).

01221—Deciduous Fruits

France: Canned Fruit, 10pp (DIB 67-12-083); **Greece:** Deciduous fruits (annual), 15pp, (DIB 67-12-217); **Iran:** Trip report to West Azerbaijan—production, processing, storage and marketing produce, 3pp, (DIB 67-12-054); **Italy:** Outlook for production and trade of selected horticultural products, 5pp, (DIB 67-12-108); **Italy:** Deciduous

fruit, annual 1967, 12pp, (DIB 67-12-216); **Norway:** Ministry of Agriculture announces free import periods for certain fresh vegetables and berries, 1p, (DIB 67-12-055); **Norway:** Agricultural situation 1967 (sections 2 and 3), 19pp, (DIB 67-12-072); **Republic of S. Africa:** New Cape Province wine-making venture, 1p, (DIB 67-12-063); **Spain:** Fresh deciduous fruits, 7pp, (DIB 67-12-213); **Switzerland:** Deciduous fruits, 6pp, (DIB 67-12-214); **West Germany:** Fresh deciduous fruit, 9pp, (DIB 67-12-215).

01222—Tropical Fruit except citrus

Australia: Canned pineapple products—annual report, 8pp, (DIB 67-12-211); **Mexico:** Canned pineapple report, 2pp, (DIB 67-12-203); **Republic of S. Africa:** Canned pineapple, 4pp, (DIB 67-12-204); **El Salvador:** Agricultural situation and policy, 17pp, (DIB 67-12-071); **Spain:** Table olives, 6pp, (DIB 67-12-065).

01223—Berries

Norway: Ministry of Agriculture announces free import periods for certain fresh vegetables and berries, 1p, (DIB 67-12-055).

01224—Citrus Fruit

Citrus report on: **Belgium,** 1p, (DIB 67-12-209); **British Honduras,** 5pp, (DIB 67-12-206); **Egypt,** 3pp, (DIB 67-12-212); **Italy,** 16pp, (DIB 67-12-218); **Japan,** 16pp, (DIB 67-12-202); **Mexico,** 3pp, (DIB 67-12-207); **Netherlands,** 8pp, (DIB 67-12-208).

Australia: Tariff on citrus juices to be reviewed, 1p, (DIB 67-12-210); **Italy:** Outlook for production and trade of selected horticultural products, 5pp, (DIB 67-12-108); **Pakistan:** Agricultural situation and forecast, 9pp, (DIB 67-12-075).

01225—Coffee & Cocoa, Other Miscellaneous Fruit

Costa Rica: Agricultural situation, 34pp, (DIB 67-12-068); **Egypt:** Agricultural situation report, 13pp, (DIB 67-12-043); **Guatemala:** Cocoa exports, 2pp, (DIB 67-12-010); **Kenya:** Agricultural situation, 20pp, (DIB 67-12-049); **Liberia:** Agricultural situation, 7pp, (DIB 67-12-042).

01226—Tree Nuts (edible)

India: Cashewnuts, 8pp, (DIB 67-12-241); **Malaysia:** Copra and coconut oil, 27pp, (DIB 67-12-219); **Turkey:** Pistachios, 9pp, (DIB 67-12-242).

01230—Vegetables

Agricultural situation in: **Belgium,** 4pp, (DIB 67-12-047); **Egypt,** 13pp, (DIB 67-12-043); **Finland,** 8pp, (DIB 67-12-044); **Netherlands,** 33pp, (DIB 67-12-046); **Norway,** 19pp, (DIB 67-12-072); **Pakistan,** 9pp, (DIB 67-12-075); **Trinidad,** 12pp, (DIB 67-12-041).

Italy: Outlook for production and trade of selected horticultural products, 5pp, (DIB 67-12-108); **Japan:** Dependency on farm produce imports increasing, 6pp, (DIB 67-12-107).

01231—Bulb, Root & Tuber Vegetables, except potatoes

Chile: Onion production 1967-68, 1p, (DIB 67-12-130); **Iran:** Trip report to West Azerbaijan—production, processing, storage and marketing produce, 3pp, (DIB 67-12-054).

01232—Leafy Vegetables

Norway: Ministry of Agriculture announces free import periods for certain fresh vegetables and berries, 1p, (DIB 67-12-055).

01233—Miscellaneous Vegetables

British Honduras: Vegetables, 2pp, (DIB 67-12-064); **Ireland:** Removal of tomato import restrictions, 1p, (DIB 67-12-060); **Italy:** Canned tomato products, 10pp, (DIB 67-12-129); **Norway:** Ministry of Agriculture announces free import periods for certain fresh vegetables and berries, 1p, (DIB 67-12-055).

01234—Potatoes

France: Agricultural situation (part I), 6pp, (DIB 67-12-070).

01236—Melons

Norway: Ministry of Agriculture announces free import periods for certain fresh vegetables and berries, 1p, (DIB 67-12-055).

01300—Livestock

Trinidad: Agricultural situation, 12pp, (DIB 67-12-041).

01320—Dairies

Agricultural situation in: **Costa Rica,** 34pp, (DIB 67-12-068); **Finland,** 8pp, (DIB 67-12-044); **France,** 6pp, (DIB 67-12-070); **Kenya,** 20pp, (DIB 67-12-049); **Netherlands,** 33pp, (DIB 67-12-046); **El Salvador,** 17pp, (DIB 67-12-071).

Martinique: French West Indies Dairy, 2pp. (DIB 67-12-261); **Ireland:** Exports of dairy products, 3pp, (DIB 67-12-199); **Japan:** Dependency on farm produce imports increasing, 6pp, (DIB 67-12-107); **Spain:** Payment for milk by quality in marketing year 1967-68, 2pp, (DIB 67-12-027); **Switzerland:** Agricultural situation (supplemental report), 8pp, (DIB 67-12-045); **Thailand:** Third milk condensery expected to be in operation by Jan. 1968, 4pp, (DIB 67-12-200); **United Kingdom:** Government decides to impose import controls on imports of "near butter," 2pp, (DIB 67-12-262).

01330—Broiler Chickens

Japan: Poultry producers take action to tighten quarantine on imported chicks, 1p, (DIB 67-12-263).

01340—Poultry, except broiler chickens

France: Farmers demonstrate to emphasize economic demands, 12pp, (DIB 67-12-032); **France:** Agricultural situation (part I), 6pp, (DIB 67-12-070); **Japan:** Dependency on farm produce imports increasing, 6pp, (DIB 67-12-107; **Yugoslavia:** Agricultural situation, 30pp, (DIB 67-12-069).

01343—Miscellaneous Poultry

01344—Chicken, except broiler chickens

01345—Eggs

Hong Kong: Poultry, 9pp, (DIB 67-12-264).

01347—Poultry Products except eggs

United Kingdom: Estimated U.K. meat production, imports, exports and consumption 1967 and projections for 1968, 9pp, (DIB 67-12-249).

01350—Beef Cattle

Agricultural situation in: **Belgium,** 4pp, (DIB 67-12-047); **Costa Rica,** 34pp, (DIB 67-12-068); **Egypt,** 13pp, (DIB 67-12-043); **Finland,** 8pp, (DIB 67-12-044); **France,** 6pp, (DIB 67-12-070); **Netherlands,** 33pp, (DIB 67-12-046); **Norway,** 19pp, (DIB 67-12-072); **El Salvador,** 17pp, (DIB 67-12-071); **Switzerland,** 8pp, (DIB 67-12-045); **Yugoslavia,** 30pp, (DIB 67-12-069).

Argentina: Reaction to outbreak of foot and mouth disease in Great Britain, 1p, (DIB 67-12-252); **Belgium:** Livestock diseases, 4pp, (DIB 67-12-250); **France:** Farmers demonstrate to emphasize economic demands, 12pp, (DIB 67-12-032); **Ireland:** Livestock and meat trade, 7pp, (DIB 67-12-253); **Japan:** Australian Meat Board promotion activities in Japan, 3pp, (DIB 67-12-254); **Malta:** Meat imports, 2pp, (DIB 67-12-124); **Netherlands:** Beef and veal situation and projections, 7pp, (DIB 67-12-251); **Pakistan:** Agricultural situation and forecast, 9pp, (DIB 67-12-075); **Rhodesia:** Agricultural policy settlement would bring prosperity to agriculture, 2pp, (DIB 67-12-074); **Turkey:** Livestock, 10pp, (DIB 67-12-258); **United Kingdom:** Estimated U.K. meat production, imports, exports and consumption 1967 and projections for 1968, 9pp, (DIB 67-12-249); **United Kingdom:** Latest position in U.K. foot-and-mouth outbreak, 3pp, (DIB 67-12-259).

01360—Hogs

Belgium: Livestock, 3pp, (DIB 67-12-260); **Belgium:** Hog production, 6pp, (DIB 67-12-255); **Brazil:** Pork production, 12pp, (DIB 67-12-256); **Finland:** Agricultural situation 1967, 8pp, (DIB 67-12-044); **Ireland:** Livestock and meat trade, 7pp, (DIB 67-12-253); **New Zealand:** Special report on pigs and pork, 14pp, (DIB 67-12-257); **Turkey:** Livestock, 10pp, (DIB 67-12-258); **United Kingdom:** Estimated U.K. meat production, imports, exports and consumption 1967 and projections for 1968, 9pp, (DIB 67-12-249).

01391—Sheep & Lambs

Belgium: Livestock diseases, 4pp, (DIB 67-12-250); **Brazil:** Pork production, 12pp, (DIB 67-12-256); **Ireland:** Livestock and meat trade, 7pp, (DIB 67-12-253); **Netherlands:** Beef and veal situation and projection, 7pp, (DIB 67-12-251); **United Kingdom:** Estimated U.K. meat production, imports, exports and consumption 1967 and projections for 1968, 9pp, (DIB 67-12-249).

01397—Wool & Mohair Production

Argentina: Wool report, 10pp, (DIB 67-12-265); **Turkey:** Mohair greasy, 3 pp, (DIB 67-12-039); **Yugoslavia:** Agricultural situation, 30pp, (DIB 67-12-069).

01410—General Farms

France: Farmers demonstrate to emphasize economic demands, 12pp, (DIB 67-12-032).

01920—Horticultural Specialties

USSR: Dutch tulips in Soviet Union, 1p, (DIB 67-12-109).

01930—Animal Specialties

Turkey: Livestock, 10pp, (DIB 67-12-258).

01935—Horses & Mules

Ireland: Livestock and meat trade, 7pp, (DIB 67-12-253).

09—FISHERIES

09100—Fisheries, except fish hatcheries, farms & preserves

Brazil: Fishing industry, 27pp, (DIB 67-12-116).

09120—Finfish

Denmark: Fisheries—landings, processing and exports—Jan.-Sept. 1967, 6pp, (DIB 67-12-114); **Spain:** Fishing operations of Spanish stern-loading tuna purse seiner Sarasua, 2pp, (DIB 67-12-007).

10—METAL MINING

10211—Crude Copper Bearing Ores

Australia: Domestic copper price increase, 1p, (DIB 67-12-019).

10321—Crude Lead Bearing Ores

10322—Lead Concentrates

Mexico: Lead production and foreign trade, 1st half 1967, 3pp (DIB 67-12-037).

10420—Lode Gold

10430—Placer Gold

Yugoslavia: Increase in gold production foreseen, 1p, (DIB 67-12-095).

10620—Manganese Ores

Brazil: Status report—Companhia Brasileira e Mineracao, 5pp, (DIB 67-12-110); **West Africa:** Tambao Manganese and Railroad, 10pp, (DIB 67-12-084).

10642—Tungsten Concentrates

Portugal: Production and foreign trade Wolfram & Beryl (3rd quarter 1967), 1p, (DIB 67-12-013).

10681—Crude Cobalt, Molybdenum & Nickel Ores

10682—Cobalt, Molybdenum & Nickel Concentrates

France: Societe Le Nickel, 2pp, (DIB 67-12-025).

10690—Ferroalloy Ores, except vanadium, not elsewhere classified

Brazil: Status report—Companhia Brasileira e Mineracao, 5pp, (DIB 67-12-110).

10991—Miscellaneous Crude Metal Ores

Mexico. Lead production and foreign trade (1st. half 1967), 3pp, (DIB 67-12-037); **Mexico:** Antimony production and foreign trade (2nd quarter 1967), 3pp, (DIB 67-12-067); **Portugal:** Production and foreign trade Wolfram & Beryl (3rd. quarter 1967), 1p, (DIB 67-12-013); **United Kingdom:** Tin prices redound, 2pp, (DIB 67-12-101); **United Kingdom:** International Tin Council report of statistical committee, 14pp, (DIB 67-12-096).

10992—Miscellaneous Metal Concentrates

Mexico: Antimony production and foreign trade (2nd. quarter 1967), 3pp, (DIB 67-12-067); **United Kingdom:** International Tin Council report of statistical committee, 14pp, (DIB 67-12-096).

11—ANTHRACITE MINING

11100—Anthracite Mining

France: Coal—additional production cuts announced, 2pp, (DIB 67-12-102); **West Germany:** Coal and coke—production by type, 2pp, (DIB 67-12-119).

12—BITUMINOUS COAL AND LIGNITE MINING

12100—Bituminous Coal & Lignite Mining

France: Coal—Additional production cuts announced, 2pp, (DIB 67-12-102); **France:** Coal and coke—production by type, 2pp, (DIB 67-12-119).

13—CRUDE PETROLEUM AND NATURAL GAS

13110—Crude Petroleum & Natural Gas

Australia: Petroleum—Oil and gas development programs, 11pp, (DIB 67-12-020); **France:** Petroleum—Press comment on IPC situation, 2pp, (DIB 67-12-118); **Mozambique:** Mining oil prospecting and exploitation rights obtained by three new U.S. companies, 2pp, (DIB 67-12-024).

13120—Crude Petroleum, Field Condensate & Drips

Venezuela: Petroleum production drops in Oct. 1967, 2pp, (DIB 67-12-104).

13130—Natural Gas

West Germany: Natural gas discovery near Celle, 1p, (DIB 67-12-029).

13820—Oil & Gas Exploration Services

Australia: Scientific and technological developments—Sept.-Oct. 1967, 17pp, (DIB 67-12-091.

14—MINING AND QUARRYING OF NONMETALLIC MINERALS EXCEPT FUELS

14191—Other Rough Dimension Stone

14292—Other Crushed & Broken Miscellaneous Stone

14521—Crude Bentonite

14561—Marketable Crude Feldspar

14731—Crude Fluorspar

Mexico: Non-metallic mineral deposits near Leon, 1p, (DIB 67-12-122).

14741—Crude Potassium Salts Mined

14742—Processed or Refined Potassium Salts

Chile: Nitrates production and foreign trade—first half 1967, 3pp, (DIB 67-12-121).

14751—Crude Phosphate Rock

Mexico: Non-metallic mineral deposits near Leon, 1p, (DIB 67-12-122).

14770—Sulfur

Canada: Potentially significant native sulfur deposits in Alberta, 1p, (DIB 67-12-120); **Chile:** Chilean deposits of native sulfur, 6pp, (DIB 67-12-117); **Malawi:** Agricultural policy—further British farm aid, 1p, (DIB 67-12-076).

14790—Chemical & Fertilizer Mineral Mining, not elsewhere classified

Trinidad: Agricultural situation, 12pp, (DIB 67-12-041).

14940—Native Asphalt & Bitumens

West Africa: Tambao Manganese and Railroad, 10pp, (DIB 67-12-084).

14991—Crude Nonmetallic Minerals (Diatomite)

Mexico: Non-metallic mineral deposits near Leon, 1p, (DIB 67-12-122).

16—CONSTRUCTION OTHER THAN BUILDING—GENERAL CONTRACTORS

16210—Heavy Construction, except highway & street

Australia: Two new grants for irrigation announced, 2pp, (DIB 67-12-094).

20—FOOD AND KINDRED PRODUCTS

20119—Hides, Skins & Pelts

Norway: Mink furskins, 5pp, (DIB 67-12-012); **Pakistan:** Hides and skins, 5pp, (DIB 67-12-125).

20232—Canned Milk (shipped in consumer type packages)

Australia: Scientific and technological developments—Sept.-Oct. 1967, 17pp, (DIB 67-12-091).

20310—Canned & Cured Fish & Sea Foods

Brazil: Fishing industry, 27pp, (DIB 67-12-116); **Denmark:** Fisheries—landings, processing and exports—Jan.-Sept. 1967, 6pp, (DIB 67-12-114).

20330—Canned Fruits, Vegetables, Preserves, Jams & Jellies

France: Canned fruit, 10pp, (DIB 67-12-083); **Italy:** Canned tomato products, 10pp, (DIB 67-12-129); **West Germany:** Import tender for canned asparagus spears, 1p, (DIB 67-12-059).

20360—Fresh or Frozen Packaged Fish

Denmark: Fisheries—landings, processing and exports—Jan.-Sept. 1967, 6pp, (DIB 67-12-114); **Brazil:** Fishing industry, 27pp, (DIB 67-12-116).

20420—Prepared Feeds for Animals & Fowls

Brazil: Fishing industry, 27pp, (DIB 67-12-116); **Denmark:** Fisheries—Recent developments, 6pp, (DIB 67-12-115).

20620—Cane Sugar Refining

Republic of S. Africa: New sugar mill opened at Maleland, 1p, (DIB 67-12-239).

20820—Malt Liquors

Japan: Beer consumption resumes upward trend (annual hops report), 3pp, (DIB 67-12-201); **United Kingdom:** Production of hops, 5pp, (DIB 67-12-266); **Yugoslavia:** Annual hops report, 6pp, (DIB 67-12-038).

20930—Vegetable Oil Mills, except corn, cottonseed & soybean

Ecuador: Castorbeans, 6pp, (DIB 67-12-232); **Malaysia:** Unilever establishing oil palm factory in Sandakan, Sabah, 3pp, (DIB 67-12-233); **Malaysia:** Copra and coconut oil, 27pp, (DIB 67-12-219); **Mexico:** Castorbean annual report, 1p, (DIB 67-12-230); **Netherlands:** Fats and oils semi-annual 1967, 13pp, (DIB 67-12-234).

20940—Animal & Marine Fats & Oils

Denmark: Fisheries—landings, processing and exports—Jan.-Sept. 1967, 6pp, (DIB 67-12-114); **Japan:** Fats and oils consumption —Russian sunflower seed import, 18pp, (DIB 67-12-235); **United Kingdom:** Imports of lard, Sept. 1967, 2pp, (DIB 67-12-222).

20943—Animal & Marine Oil Products Including Foots

Brazil: Fishing industry, 27pp, (DIB 67-12-116); **Chile:** Fishmeal industry—significant changes 1967, 2pp, (DIB 67-12-112); **Peru:** Fishmeal, 3pp, (DIB 67-12-113).

20960—Shortening, Margarine & Other Edible Fats & Oils, not elsewhere classified

Italy: Olive oil, 7pp, (DIB 67-12-223); **Jordan:** Olive oil, 11pp, (DIB 67-12-225); **Lebanon:** Olive oil, 3pp, (DIB 67-12-226); **Portugal:** Olive oil, 4pp, (DIB 67-12-229); **Spain:** Fats and oils, 3pp, (DIB 67-12-236); **Spain:** Olive oil, 4pp, (DIB 67-12-220); **Turkey:** Olive oil, 3pp, (DIB 67-12-227); **Turkey:** Fifth annual vegetable oil seminar in Adana, 5pp, (DIB 67-12-228); **Yugoslavia:** Olive oil, 5pp, (DIB 67-12-221).

22—TEXTILE MILL PRODUCTS

22110—Broad Woven Fabric Mills, Cotton

Finland: Market situation of cotton industry, 3pp, (DIB 67-12-008); **Japan:** Textile exports—U.S. share and statistics, 4pp, (DIB 67-12-090); **Japan:** Textile production —Sept. 1967 statistics, 3pp, (DIB 67-12-092).

22210—Broad Woven Fabric Mills, Man-made Fiber & Silk

22310—Broad Woven Fabric Mills, Wool, including Dyeing & Finishing

Japan: Textile production—Sept. 1967 statistics, 3pp, (DIB 67-12-092); **Japan:** Textile exports—U.S. share and statistics, 4pp, (DIB 67-12-090).

22410—Narrow Fabrics & Other Smallwares Mills

Japan: Textile exports—U.S. share and statistics, 4pp, (DIB 67-12-090).

22711—Woven Carpets & Rugs, Chiefly Wool Pile Yarns

22712—Woven Carpets & Rugs, Pile Yarns, Chiefly Cotton or Man-made Fiber

22720—Tufted Carpets & Rugs

Canada: Boom continues in carpet industry, 3pp, (DIB 67-12-028).

22800—Yarn & Thread Mills

Japan: Textile exports—U.S. share and statistics, 4pp, (DIB 67-12-090); **Japan:** Textile production—Sept. 1967 statistics, 3pp, (DIB 67-12-092).

23—APPAREL & RELATED PRODUCTS

23610—Children's Dresses & Blouses

Export potential study—children's and infant's ready-made clothing: **Austria,** 14pp, (DIB 67-12-026); **Denmark,** 9pp, (DIB 67-12-089); **Spain,** 4pp, (DIB 67-12-088).

26—PAPER & ALLIED PRODUCTS

26211—Newsprint

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28—CHEMICALS & ALLIED PRODUCTS

28220—Synthetic Rubber (Vulcanizable Elastomers)

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Australia: Scientific and technological developments—Sept.-Oct. 1967, 17pp, (DIB 67-12-091).

28332—Other Medicinal Chemical & Botanical Products, not elsewhere classified, in bulk

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28340—Pharmaceutical Preparations

Australia: Scientific and technological developments—Sept.-Oct. 1967, 17pp, (DIB 67-12-091).

28790—Agricultural Pesticides & Other Agricultural Chemicals not elsewhere classified

Australia: Scientific and technological developments—Sept.-Oct. 1967, 17pp, (DIB 67-12-091); **Pakistan:** Market for insecticides and pesticides, 8pp, (DIB 67-12-050).

29—PETROLEUM REFINING & RELATED INDUSTRIES

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32—STONE, CLAY, GLASS & CONCRETE PRODUCTS

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West Germany: Outlook for U.S. commercial exports, 8pp, (DIB 67-12-011).

33—PRIMARY METAL INDUSTRIES

33120—Blast Furnaces, Steel Works, Rolling Mills

West Germany: Coal and Coke—production by type, 2pp, (DIB 67-12-119).

35—MACHINERY, EXCEPT ELECTRICAL

35220—Farm Machinery & Equipment

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35310—Construction Machinery & Equipment

Belgium: Materials handling equipment market, 10pp, (DIB 67-12-123).
West Germany: Outlook for U.S. commercial exports, 8pp, (DIB 67-12-011).

25320—Mining Machinery & Equipment except oil field

West Africa: Tambao Manganese and Railroad, 10pp, (DIB 67-12-084).

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35360—Hoists, Industrial Cranes & Monorail Systems

Belgium: Materials handling equipment market, 10pp, (DIB 67-12-123).

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Belgium: Materials handling equipment market, 10pp, (DIB 67-12-123); **West Germany:** Outlook for U.S. commercial exports, 8pp, (DIB 67-12-011).

35400—Metalworking Machinery & Equipment

35480—Metalworking Machinery & Power Driven Hand Tools

35610—Pumps, Air & Gas Compressors & Pumping Equipment

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35690—General Industrial Machinery & Equipment, not elsewhere classified

Belgium: Materials handling equipment market, 10pp, (DIB 67-12-123).

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36620—Radio & TV Transmitting, Signaling & Detection Equipment

Australia: Scientific and technological developments—Sept.-Oct. 1967, 17pp, (DIB 67-12-091); **Poland:** Television at age 15—some growth statistics, 2pp, (DIB 67-12-093).

36700—Electronic Components & Accessories

West Germany: Outlook for U.S. commercial exports, 8pp, (DIB 67-12-011); **West Germany:** Speech of Economics Minister Schiller at dedication of IBM plant—Mainz Oct. 4, 1967, 9pp, (DIB 67-12-031).

36730—Transmitting, Industrial & Special Purpose Electron Tubes

36740—Semiconductors & Related Devices

France: Brief preview of 1967 situation in French electronic-tube and semiconductor industries, 2pp, (DIB 67-12-100).

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Japan terminates export controls on Christmas tree bulbs, 3pp, (DIB 67-12-035).

37—TRANSPORTATION EQUIPMENT

37110—Motor Vehicles

Canada: Revised key statistics on automotive industry, 9pp, (DIB 67-12-036); **Spain:** Council of Ministers approves issuance of new coins and temporary reduction of tax on automobile sales, 1p, (DIB 67-12-078).

37210—Aircraft

United Kingdom: F-5 offer to Latin America, 3pp, (DIB 67-12-022).

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United Kingdom: British payments to U.S. for military aircraft, 3pp, (DIB 67-12-098).

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38—SCIENTIFIC INSTRUMENTS, PHOTOGRAPHIC & OPTICAL GOODS, CLOCKS

38311—Optical Instruments & Lenses, except sight & fire-control equipment

Australia: Scientific and technological developments—Sept.-Oct. 1967, 17pp, (DIB 67-12-091).

39—MISCELLANEOUS MANUFACTURING INDUSTRIES

39510—Pens, Pen Points, Fountain Pens, Ball Point Pens, Mechanical Pencils

Spain: Market for fountain pens, ball point pens and mechanical pencils, 4pp, (DIB 67-12-135).

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Austria: Match imports deliberalized, 2pp, (DIB 67-12-111).

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44630—Marine Cargo Handling

West Germany: Container traffic, 2pp, (DIB 67-12-097).

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49220—Natural Gas Transmission

Australia: Petroleum—oil and gas development programs, 11pp, (DIB 67-12-020).

97—WORLD TRADE CONDITIONS

97701—Economic Developments, Trends & Outlook

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97705—Reserves, Foreign Exchange

Spain: Council of Ministers approves issuance of new coins and temporary reduction of tax on automobile sales, 1p, (DIB 67-12-078).

97715—Exchange of Technology

Japan considers initiating agricultural technical assistance program, 1p, (DIB 67-12-048); **USSR:** Dutch tulips in Soviet Union, 1p, (DIB 67-12-109).

97733—Labor Conditions

Sweden: Unemployment increases, 6pp, (DIB 67-12-017).

98—U.S. FOREIGN TRADE

98805—Investment Abroad, U.S.

Belgium: Governor of Anvers speaks on foreign investment, 2pp, (DIB 67-12-086); **France:** Le Monde comments on Club Jean Moulin's colloquy on American investment, 3pp, (DIB 67-12-015); **United Kingdom:** Benn on international industrial companies, 2pp, (DIB 67-12-016).

98820—East-West Trade

United Kingdom: Business with Russians profitable but tough, 2pp, (DIB 67-12-085).

U.S. papermaking equipment show to stress Italian buying trend

May exhibition to give U.S. manufacturers a jump in filling demand for machinery for modernization needs of local industry

American manufacturers of papermaking machinery, auxiliary equipment and production control apparatus will focus on a modernizing trend in the Italian paper industry in a papermaking equipment exhibition at the U.S. Trade Center in Milan, May 15-21.

The export promotion exhibition will provide U.S. suppliers with timely exposure to an Italian paper manufacturing industry engaged in an intensive program of modernizing its facilities and increasing its productive capacity to meet expected stronger competition when the European Common Market becomes a free trade area in July. It is a trend offering increased sales opportunities for advanced and specialized American automatic, precision, and labor-saving machinery and equipment.

The promising sales outlook is reinforced by a survey of the Italian National Institute for the Study of Economic Trends which points specifically to paper products as one of four industry categories likely to receive greatest investment attention.

The Trade Center show is the first concerted U.S. sales promotion aimed at the Italian paper industry, which already has proved to be a good customer.

U.S. exports of pulp and paper mill machinery and equipment to Italy already are substantial, topping $3 million in 1966 and exceeding $2 million during the first nine months of 1967.

Italian imports of pulp and papermaking machinery and equipment averaged $19 million annually during the 1962-66 period. More than 600 paper and pulp mills are engaged in the production of paper and paperboard, and more than 1,000 converters manufacture paper products. Total Italian paper and board production in 1965 reached 2.2 million metric tons, representing an eight percent increase over 1964 output and more than a 100 percent increase over 1958.

While Italy's production of paper and paper products continues to rise, the country remains a net importer of paper. This condition is variously attributed to domestic production cost factors and to the fact that domestic industry does not yet have the modern equipment and facilities for making special grades and types of paper—two obstacles which the paper manufacturing and converting industries seek to counteract through purchases of advanced and specialized equipment.

Italy also relies heavily upon foreign sources for papermaking raw materials. In 1965, she produced 623,000 metric tons of mechanical, semichemical and chemical pulp, but still had to import more than 825,000 metric tons. In 1966, she imported more than $23 million worth of pulp from the U.S. alone.

U.S. firms interested in either penetrating or developing additional sales in the Italian market for papermaking equipment have an opportunity to display and actively demonstrate their products in the Trade Center show.

Previous Commerce-sponsored overseas promotions of U.S. equipment for paper and pulp industry developed solid sales results for the thirty exhibiting firms in each of two shows. Confirmed sales data one year after a September 1966 show at the U.S. Trade Center in Stockholm, Sweden, show $729,000 in total orders to U.S. exhibitors.

Sales reached $1,410,000 within the first year following an October 1965 exhibition at the U.S. Trade Center in Frankfurt, Germany. New-to-market exhibitors also achieved success in agent appointments, signing eight as a result of the Stockholm show and 14 within a year after the Frankfurt event.

U.S. manufacturers interested in participating in the May exhibition can obtain further information by contacting the U.S. Department of Commerce (BIC-934), Washington, D.C. 20230 (telephone: area code 202-967-5351), or any of the 42 Commerce Field Offices.

TOUREX shows made sales for U.S. pools

Travel expenditures by Europeans rose by up to 400% in ten years

American manufacturers in the swimming pool industry who last summer tested the market from Portugal to Turkey through the U.S. Commerce Department's three TOUREX trade fairs today are seeing growing evidence that, as one of them put it, "1968 will be very good in Europe."

Their exposure in the trade promotion events coincided with the first impact of the GATT tariff cuts abroad and an assured 1968 business upturn in Europe to give a further boost to their already bright outlook for international sales.

Six representatives of the American swimming pool industry were among the 159 U.S. companies that took part in one or more of the TOUREX events in Barcelona, Munich and Belgrade and sold more than $500,000 of their products, despite the fact that much of the material exhibited was of a capital equipment nature.

The 159 firms estimated their total new business in the next 12 months would be more than $7,250,000.

The major growth of tourism in Europe, which originally prompted the Commerce Department to plan its TOUREX/67 exhibitions in Barcelona, Munich and Belgrade last summer and fall, appears likely to continue, according to the 21-nation Organization for Economic Cooperation and Development.

Annual tourists receipts of the OECD member countries increased 174 percent to more than $9 billion, while total GNP increased by 78 percent in the 10-years up to 1966, according to OECD. The increases in tourism expenditures were found to have been more than double increases in disposable income.

West Germans, for example, increased their own tourist expenditures abroad by 410 percent in 10 years while their own disposable income was increasing by 121 percent. In France the increases were 409 and 141 percent; in the Netherlands 298 and 115 percent and in Sweden 241 and 87 percent. The increases for all Common Market countries were 327 and 89 percent.

The six exhibiting pool equipment manufacturers, canvassed at the year's end after they had had 90 days to assess the impact and see some direct results of their exposure, are expecting substantial gains in the next year, with sale predictions by each firm running as high as $200,000.

Chile sales projected to reach $791,000

Exhibitors achieve aims of boosting sales for already established firms

Thirteen of the 24 exhibitors in the U.S. Pavilion at last fall's Santiago International Fair in Chile reported making sales during the exhibition, and each projected sales of more than $10,000 during the year following the show, fulfilling more than adequately the promotion's stated purpose of giving a new sales stimulus to U.S. firms already established in the market.

The secondary objective of moderate immediate sales was surpassed by the sum of $63,535 in off-the-floor sales at the U.S. Pavilion. The 24 participants predicted a total of $791,731 in first-year sales resulting from their part in the fair.

None of the exhibitors were new to the Chilean market, but two actively sought additional representation, and two companies had named new agents by the show's close. Another 30 agency agreements were in the talking stage when the close-of-exhibition reports were filed.

No provisions were made for registering trade visitors separately from the public, and total attendance at the U.S. Pavilion was estimated at over 480,000. Individual exhibitors reported that they had had interested inquiries from over 600 Chilean firms and individuals.

CROWDS REACHED NEARLY 500,000 at U.S. Exhibition in Santiago. Honeywell (below left) showed temperature controls and Fenway Machines (below right) showed metalworking "Nibblers" through agents.

AGRICULTURAL EQUIPMENT, always a mainstay at the Santiago fair, was represented in U.S. Pavilion by permanent local agent for John Deere.

INTRODUCING U.S. PERSONNEL METHODS to Chile, Manpower's local subsidiary demonstrated to businessmen the advantages of temporary help.

Sales prospects for U.S. suppliers grow with fast pace of Japanese shipbuilding

Tokyo Trade Center show in June to introduce most sophisticated U.S. equipment to world's leader in shipbuilding; new systems in demand

Everything is "up" in the Japanese shipbuilding industry.

Japan now is the world leader in shipbuilding. She does 47 percent of the world's shipbuilding business, and her production in fiscal year 1966 was up 42 percent over the previous year. Furthermore, she has a two-year production backlog measured in 14.1 million tons of vessel orders.

The spectacular growth trend points to increasing export sales possibilities for United States manufacturers of shipyard and marine equipment, who now supply half of Japan's $50 million annual market for imported shipbuilding equipment.

To help American manufacturers take advantage of these opportunities, the U.S. Department of Commerce will stage a shipyard and marine equipment show at the Tokyo Trade Center, June 17-22.

The exhibition is specifically designed to attract Japanese industry leaders to the latest, most sophisticated U.S. equipment. This industry's sales reached $1.9 billion during the fiscal year ending March 31, 1967, on 495 orders for 11.5 million gross tons of vessels, largest in Japan's history. Planned investments for modernization and expanded capacity are estimated at $91 million and $100 million for 1967 and 1968, respectively.

Japan's shipbuilding industry is largely self-sufficient in most standard items, but trade studies clearly indicate that U.S. suppliers who offer the latest and the best equipment, regardless of price, have the best chance to capitalize on market needs. Japanese buyers are familiar with and receptive to American products.

The magnitude of the market for shipbuilding materials is indicated by the expansion of the industry itself and by the size of ships coming off the drawing boards. The Japanese are credited with building every conceivable type of vessel, from small hydrofoils to the world's largest tanker. Vessels in the 276,000-ton class are now under construction.

Japanese shipbuilders have attained their success by relying on extensive research and by using some of the most sophisticated equipment available. For instance, the standard rivet method of construction has been replaced by one-side electric welding, and the development of "block construction" now enables rapid deck assembly of prefabricated sections weighing up to 700 tons.

Special sales opportunities for U.S. suppliers are reported in these areas:

► Production equipment—electronic testing equipment; electronic computer and data processing systems for administrative and production applications; welding equipment; anti-corrosive paints; materials handling equipment from roller conveyors to gantry cranes; lofting and cutting equipment; steel forming machinery and metal fabrication equipment; milling machines; safety and fire-fighting equipment; pneumatic and electric power hand tools of all types, and various specialized machine tools.

► Marine equipment—for installation on Japanese-built ships—large-capacity air conditioning systems, refrigeration equipment, advanced navigational and communications systems, internal combustion marine engines, outboard motors, life boats, pneumatic pumps, gas turbines, hydraulic or electric cargo handling equipment, and various ship's fittings.

Exhibitors at the U.S. Trade Center show will benefit from a market development campaign being conducted throughout Japan. The Center's staff also will help new exporters locate reputable agents and distributors.

U.S. manufacturers interested in taking part in the June exhibition can obtain further details from the U.S. Department of Commerce (BIC-928), Washington, D.C. 20230 (telephone: area code 202-967-5622), or from any of the 42 Commerce Field Offices.

Yugoslavia plans total of 18 fairs in 1968

International exhibitions planned include events at Zagreb, Novi Sad

The Government of Yugoslavia has announced plans to hold 18 trade fairs of international significance this year. The trade events will take place in seven cities. The full list of scheduled promotions follows:

Belgrade

Apr. 20-28. Int'l Motor and Motor Vehicles Fair. Beogradski Sajam, Bd. Vojvode Misica 14, Post Fach 408.

May 18-26. 12th Int'l Mechanical Engineering Exhibition. Beogradski Sajam, Bd. Vojvode Misica 14, Post Fach 408.

Kranj

Aug. 2-13. The Gorenjski Fair.

Leskovac

June 20-27. Int'l Textiles and Textile Machinery Fair. Koste Stamenkovica 5.

Ljubljana

Jan. 13-21. "Moda 1968". Ready Made Clothing, Fabrics, etc. Gospodarsko Razstavisce, Titova 50.

May 11-19. "Alps-Adriatic". Int'l Fair of Border Commerce. Gospodarsko Razstavisce, Titova 50.

September. Int'l Fair of Wines, Spirits, Fruit Juices, and Equipment. Gospodarsko Razstavisce, Titova 50.

Oct. 8-13. "Modern Electronics". Int'l Exhibition of Electronics, Telecommunications, Automation and Nucleonics. Gospodarsko Razstavisce, Titova 50.

Nov. 4-12. Int'l Furniture Fair. Gospodarsko Razstavisce, Titova 50.

Novi Sad

May 11-21. 35th Int'l Agricultural Fair. Novosadski Sajam, Hajduk Veljkove 11.

Oct. 1-7. Yugoslav Fair of Fruits, Vegetables and Processed Articles. Novosadski Sajam, Hajduk Veljkove 11.

Sept. 22-Oct. 5. Int'l Hunting & Fishing Fair. Novosadski Sajam, Hajduk Veljkove 11.

Skoplje

May 24-29. 4th Book Fair of Skoplje.

July 5-13. 18th Consumer Goods, Production Materials and Equipment Fair.

Oct. 3-11. Int'l Tobacco and Tobacco Industry Equipment Fair.

Zagreb

Apr. 13-21. Int'l Spring Fair. Consumer Goods. Zagrebacki Velesajam, Aleja Borisa Kidrica 2.

April. Int'l Mining Equipment Fair. Rudarstiva i Rudarske Opreme i Zastite, Zagrebacki Belesajam.

Sept. 12-22. Int'l Fall Fair. General. Zagrebacki Belesajam, Aleja Borisa Kidrica 2.

U.S. auto tools make sales at Milan show

Over 1000 see company displays; $2.1 million in sales expected

Over a thousand representatives of the Italian automobile and auto repair trade came to the Milan Trade Center in December to see the latest in U.S. auto maintenance and repair equipment, and by the end of the exhibition, the 23 firms in the show had sold nearly $50,000 in machinery off the floor.

Additional sales projections for the coming year totaled another $2.1 million, with nearly all of the firms reporting that they had achieved many or all of their primary objectives in exhibiting.

Eight U.S. companies had announced before the show that they were seeking permanent representation in Italy, and five new definite agency agreements had been signed by the end of the show. Another 16 arrangements were in various stages of serious negotiation.

One combination export manager, North American, named a European licensee for Instamatic Stabilizer and estimated over $1 million in sales within the year. North American also named distributors for Victor Welding Equipment and Automotive Performance, Inc.'s vapor injector.

Borg-Warner projected sales of $350,000 over the next twelve months, pending certain modifications in equipment to suit the local market.

LUBRICANTS AND ADDITIVES were shown (above) by Wynn Oil Co.'s Italian agent, while Snap-on Tools (below) demonstrated diagnostic equipment. Firms predicted sales of $15,000 and $30,000, respectively.

POTENTIAL CUSTOMER (below left) examines one of Borg-Warner International Corp.'s latest portable testing machines. Borg-Warner's local representative predicted sales of $350,000. Interested buyers examined a full line of pneumatic tools by Cleco Pneumatic at the company's booth in the Trade Center.

Japanese heavy industry seeks latest advanced flow controls

U.S. firms will have opportunity to sell valves, filtration equipment at Tokyo Trade Center Exhibition planned for May

Growth of Japan's heavy industry, creating greater demand for quality valves and other flow control equipment, provides the market setting for an export sales exhibition of American-made advanced valves, filters, pumps and compressors at the U.S. Trade Center in Tokyo next May 13-18.

U.S. manufacturers of equipment for handling fluids, gas and solids in industrial processes have a ready and growing market in Japan—with the demand for sophisticated flow control devices not met by domestic producers, according to the Department's Bureau of International Commerce, which will stage the Tokyo show.

Japan leads the world in shipbuilding. She is second in petrochemicals and electrical products and third in steel, motor vehicles, and paper. Manufacturing production in Japan during 1966 was twice that of 1960. The growth of production during the 1960-66 period was particularly rapid in heavy industries such as petroleum refining (280% increase), chemicals (270% increase), and iron and steel (220% increase). Announced expansion plans foreshadow a significant increase in demand for sophisticated flow control devices.

$200 million market

Japan is estimated to have a more than $200 million market for valves and related equipment, with approximately five percent of the goods being imported —primarily from U.S. sources. Statistics show that the largest import increase has been in control equipment of sophisticated types, with American manufacturers supplying 70 to 80 percent. Modernization is another spur to demand for increasingly complex, high performance, remote controlled and automatic regulating devices.

U.S. exports of pumps and compressors will benefit from emphasis in fields such as public works, food processing, chemicals, petrochemicals, and modernization of existing plants. More than $11 million worth of U.S. sales in this category were recorded during 1966, primarily by a relatively small number of U.S. manufacturers who have been actively promoting export sales. Some were among 24 American exhibitors in a 1965 pump and compressor show at the U.S. Trade Center in Tokyo who, within 12 months, received more than $1.1 million in orders resulting from their participation in this show and signed 26 Japanese agents for their products.

Imports high

Japan's sizeable imports of filtration equipment marks another area of U.S. sales prominence, particularly in the fast-developing chemical and petrochemical industries. Another stimulus is a nationwide Five-Year Construction Plan for Environment Sanitation Facilities which contemplates expenditures of $3.3 billion through 1971 for modernizing sewage systems.

Showings of controls and regulators for the flow of fluids, air and solids, as well as equipment to handle and process them, may include process measuring instruments, graphic and magnetic recorders, instrumentation systems, and agitators.

For U.S. makers of fluid power equipment, particularly, the May show offers a "second chance" in the Tokyo spotlight for firms unable to participate in the U.S. exhibition at Japan's October, 1967, International Hydraulic and Pneumatic Machine Fair. Thirty-three U.S. exhibitors netted $341,042 in immediate off-the-floor sales and estimated their orders over the next twelve months at almost $3 million. In addition, seven of nine new-to-market companies signed local sales agents during the fair while the other two were in negotiation with solid prospects.

Commerce calls sales opportunities related to the May exhibition "exciting" for aggressive and selective U.S. manufatcurers. Interested companies can obtain further information from the U.S. Department of Commerce (BIC-936), Washington, D.C. 20230 (telephone: area code 202-967-5286), or any of the Department's 42 Field Offices.

Medical equipment needed for new Thai health service plans

Bangkok show to cater to strong demand for U.S. hospital items

Rapidly developing Thailand plans to spend more than $123.5 million in public funds through 1971 on health service facilities, opening long-range business opportunities for the astute American maker of medical equipment and pharmaceuticals.

The U.S. Department of Commerce will help experienced international traders and export newcomers alike find buyers, agents and distributors in the expanding promotion show Apr. 8-13 at the U.S. Trade Center in Bangkok.

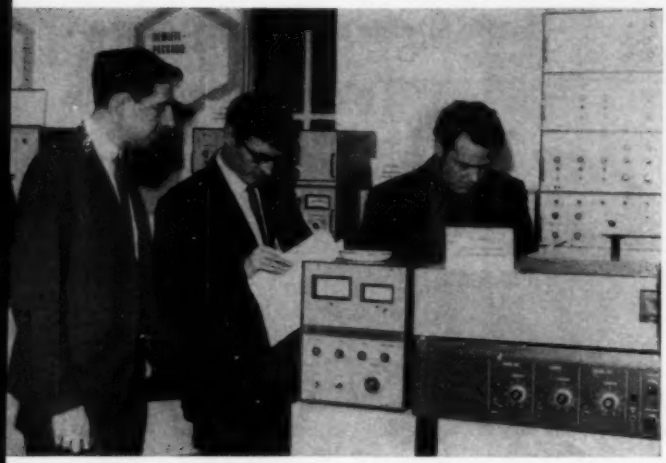
The Department's Bureau of International Commerce timed the U.S. show to coincide with the National Medical Convention sponsored by the Thai Government, an event honoring the World Health Organization's 20th anniversary.

Market studies show that Thai imports of medical equipment and supplies in 1966 were valued at $1.6 million. The U.S. share of the market was $524,000. Thai imports of pharmaceuticals in 1966 were valued at over $22 million. The U.S. supplied $4.6 million dollars worth. Only one Thai firm is known to make medical equipment, but its production is limited to autoclaves.

Thailand, with some 33 million people, has 271 hospitals, 2,400 medical clinics, 640 dental clinics, 236 first-class and 938 second-class health centers. Each of the 71 provinces has at least one hospital.

Medical equipment in the following categories is in strong demand in Thailand: Obstetrics and gynecology; pediatrics; surgery; orthopedic; neurology; radiology; pathology; ophthalmology; ear, nose and throat equipment; operating-room equipment; and mobile hospital unit equipment. Such disposable and miscellaneous items as paper bed linen and inflatable splints also are needed.

U.S. firms interested in taking part in the show may obtain more information from the Bureau of International Commerce (code 918), U.S. Department of Commerce, Washington, D.C. (Phone: Area Code 202-967-5297), or from any of the Department's 42 Field offices throughout the country.



SYMPOSIUM DREW BRITAIN'S top scientists and researchers to the London Trade Center's recent chromatography show, and the displays of 24 U.S. companies did the rest. Result: $58,000 in on-the-spot sales and sales projected at $714,000 for the year following the Trade Center exhibition.

Symposium attracts top British scientists to London exhibition

Latest automated chromatography, fluorescence equipment shown

A symposium held in conjunction with the London Trade Center's show of chromatography, electrophoresis, and fluorescence equipment in December drew 115 of Britain's top scientists and researchers to hear American and European experts discuss the latest state of the art.

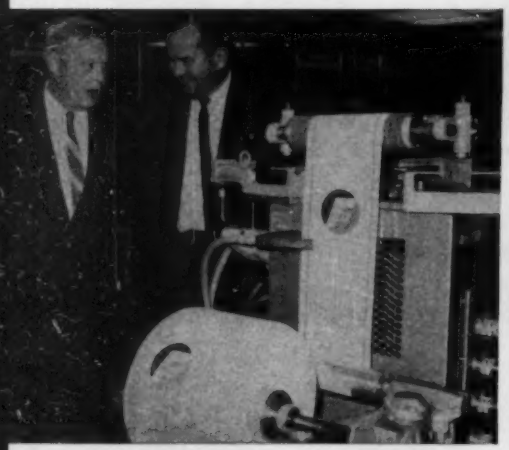
Supplementing the comments of the specialists at the three morning sessions during the week-long exhibition were the displays of 24 U.S. companies.

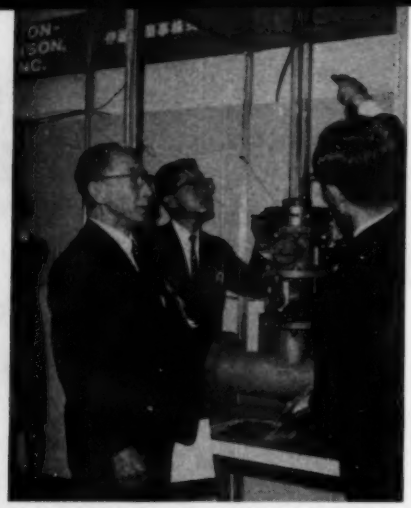
Sales of equipment during the show ran to $58,620, with the participating firms projecting sales during the year following the show at $714,100.

Only two of the firms in the exhibition were new to the market, and none were seeking agents in the United Kingdom at this time, so the emphasis was mainly on introducing new and advanced equipment to the British scientific community.

All of the companies represented at the Trade Center indicated that they had achieved all or many of their aims in entering the show. The attendance, at 805, was considered good for the highly specialized nature of the products on display, and the exhibitors uniformly praised the high quality of the visitors.

U.K. SUBSIDIARY'S REPRESENTATIVE was on hand to explain the Disc Instruments, Inc. exhibit (above), while (below) the firm's U.S. marketing manager describes another part of the firm's product display.





U.S. AMBASSADOR U. Alexis Johnson (above left) discusses exhibit with Robert L. Fife of Fife Corp. Distinguished guest Tetsuo Okawa (at left in above right photo). Chairman of Japan's Paper and Pulp Manufacturer's Association, examines an automatic controller by Bolton-Emerson.

VETERAN TRADE CENTER EXHIBITOR Marsh Stencil Co. showed its wares (above). Ambassador Johnson looks over Brandtjen & Kluge's printing press and General Electric's industrial x-ray (below left and right).

High sales predicted at Tokyo paper show

Industry executives from throughout country see new U.S. equipment

"Every big mill in Japan has been here," said Henry Gilbert, product management director for Bolton-Emerson, accurately summing up the reaction of all the exhibitors at the show of paper industries equipment at the Tokyo Trade Center, Dec. 11-16.

Gilbert's company, one of 23 U.S. exhibitors in the paper field at the show, reported increasing its contacts with Japanese paper mills "from 15 to 20 mills at the beginning of the show to over 100 at the end."

Immediate sales at the show totaled over $60,000, considered excellent in view of the fact that much of the equipment on display was of a long-term installation nature, with some firms showing only equipment installation designs.

Sales projections over the next twelve months reached $7.2 million, but this total includes sales of $4 million predicted by Black & Clawson for a Japanese affiliate, Ishikawajima-Harima Heavy Industries Co., Ltd., and a similar $2 million estimate by Blacock & Wilcox for its local affiliate.

Exhibitors noted the unusually high percentage of manufacturers—nearly 80%—among the 1232 visitors to the exhibition. Many presidents, vice presidents, and directors from prominent Japanese paper and pulp manufacturers, paper conversion manufacturers, and trade associations were noted in attendance.

Of the firms in the show, all felt they had achieved the majority of their prime objectives in coming to Tokyo to show their products, and over two-thirds felt that their success had exceeded their best pre-show expectations.

One company came to the exhibition with the express purpose of naming an agent for the Japan market area, and by the end of the show three negotiations were under way with prospective sales representatives.

Many of the exhibitors polled looked for significant sales beyond the first year following the show as a direct result of their exposure in this Trade Center promotion, when major projects now in the initial planning stage reach the stage where Japanese mills are buying new installation equipment.

U.S., Philippines begin talks to revise 1955 trade agreement

Proposals in both trade, investment fields will need further study; current relationship due to end in 1974

U.S.-Philippine discussions on the concepts underlying a new instrument to replace the Laurel-Langley Trade Agreement were held recently in the Philippines. That agreement, negotiated in 1955, provides essentially for preferential trade and investment relations between the two countries until 1974.

When President Johnson and President Marcos met in Washington in September 1966, they agreed that preliminary discussions should be held in the following year to consider what kind of framework should govern U.S.-Philippine relations after the expiration of the Laurel-Langley Agreement in 1974. Each President designated a discussion team, and, after considerable preparation, the two groups held their first meeting from Nov. 20 to 30 in Baguio. The U.S. team was headed by Eugene M. Braderman, Deputy Assistant Secretary of State. (NOTE: Department of State press release No. 3, issued on Jan. 6, 1968, gives the full text of the report prepared by the two teams following their discussions.)

More meetings ahead

The two teams discussed a wide range of problems and issues in the trade and investment field, many of which will have to be considered and resolved at future sessions. This is particularly true of certain trade proposals made by the Philippine panel.

In general, the Filipinos expressed a strong desire to continue a special trade relationship with the United States after 1974, but on a non-reciprocal basis. The Philippine panel called for a continuation after 1974 of the kind of preferential treatment given Philippine exports to the United States under the Laurel-Langley Agreement. Specifically, they proposed a system of enlarged preferences for Philippine exports in the U.S. market, on a non-reciprocal basis, for a ten-year period extending beyond 1974. They also sought continued special quota treatment after 1974 for their sugar exports to the United States, and urged elimination of the U.S. 1-cent per pound duty on coconut oil. Sugar and coconut oil are major Philippine exports to the United States.

The Filipinos asked that such preferential treatment be granted their products even if the United States, together with other developed countries, were to grant temporary, non-reciprocal, generalized tariff preferences to imports from the developing countries. This question of generalized preferences will be considered at the forthcoming United Nations Conference on Trade and Development (UNCTAD) in New Delhi.

Preferences are issue

The U.S. team noted that the Philippine proposal for enlarged preferential treatment after 1974 raises questions as to how such preferences could be justified to other friendly developing countries. It noted further that the Philippine proposals to extend the period of preferential treatment for Philippine articles beyond 1974 would seriously undercut U.S. efforts to seek a phasing out of all existing discriminatory trade preferences extended by other developed countries.

On the sugar issue, the U.S. team noted that any proposal calling for continuation or expansion of the special U.S.-Philippine agreement on sugar beyond 1974 entailed special difficulties particularly in view of the manner in which the sugar allocations are decided upon by the United States Government. Nevertheless, the U.S. team agreed that consideration would be given to this proposal within the context of a new agreement.

The U.S. team also undertook to consider the coconut oil question and to comment further on the Philippine proposal independently of the new agreement.

The U.S. team's position on trade was based on the premise that existing preferences provided for in the Laurel-Langley Agreement should be phased out by 1974 as scheduled. The team did, however, indicate its serious concern with rising Philippine tariff and non-tariff barriers that continue, in effect, to nullify the benefits granted to U.S. exports under that Agreement.

The two teams discussed at some length Philippine requirements for foreign capital and the type of investment climate needed to attract such capital. The Philippine panel indicated that substantial foreign investment will be required to support economic development programs. The Filipinos stressed that foreign investment is welcome, especially on a joint venture basis and in selected areas, and that the Philippines is determined to give fair and equitable treatment to existing and future foreign investment. The Philippine panel also cited the new Investment Incentives Law, with its tax and other incentive provisions, as an indication of Philippine desire to encourage foreign "pioneer" ventures. (See p. 27 in this issue for more details on the Investment Incentives Act.)

The U.S. team outlined the advantages it believes can result from foreign investment and stated its view that foreign capital, which has many alternative opportunities, will not come to the Philippines in any significant amount under present investment conditions in the Philippines. It set forth examples of the legislative, administrative, and judicial actions of Philippine Government agencies which have had the effect in a number of cases of deterring new investment and making it difficult for established investors to operate.

Seek national status

The U.S. team noted that the general practice in most of the world has been for countries to accord national treatment to foreign investors in most fields of activity. In the Philippines, broad areas of economic activity are reserved to Filipino owned or controlled firms. Similarly, access to incentives under the Investment Incentives Act is also reserved, in most cases, to firms which are at least 60% owned and managed by Filipinos.

Both teams agreed that reciprocal national treatment should be included to the maximum extent possible in any future agreement on economic relations between the two countries, and the Philippine panel stated it would give

further consideration to this question with a view to determining the extent to which exceptions to national treatment would be required by the Philippines. With the exception of certain areas, such as natural resources, public utilities, and retail trade, where most-favored-nation treatment should be accorded, the two teams felt that a provision according national treatment could be worked out.

The two teams disagreed, however, as to whether U.S. firms would be entitled, by virtue of Article VII of the Laurel-Langley Agreement, to enjoy the same advantages under the investment law as Filipino firms. The Philippine panel contended that while the non-discrimination requirement of Article VII entitles U.S. firms to national treatment, this did not extend to special tax benefits. The U.S. team stated its opinion that discrimination between U.S. and Philippine firms with respect to tax benefits would be discrimination prohibited by Article VII. It was agreed that further consideration would be given to this issue.

Investment problems

Aside from the general inhibiting aspects of the investment climate, the U.S. team cited specific problems facing existing U.S. investors in the Philippines. The most serious question concerns the rights of those firms established since July 4, 1946, to continue to engage in the so-called parity fields (natural resources and public utilities) after the expiration of the Laurel-Langley Agreement in 1974. Article VI of that Agreement, as well as the Parity Ordinance of the Philippine Constitution, accorded U.S. owned or controlled firms the same rights as Filipinos to invest in these areas. In many cases, long term leases, franchises or licenses extending beyond 1974 were acquired by the U.S. investors to engage in these fields.

The Philippine panel stated its view that such leases, licenses and franchises, no matter what their duration, are co-terminous with the Agreement, except those acquired prior to promulgation of the Philippine Constitution (July 4, 1946). The U.S. team stressed its concern that this interpretation would give rise to serious differences between the two governments, unforeseen difficulties for U.S. investors and serious economic dislocations. The two groups agreed that settlement of these problems requires the resolution of legal issues. They agreed that both governments should take whatever measures may be appropriate to facilitate such resolution at an early date through judicial process, perhaps by means of declaratory judgment.

The two teams concluded their exploratory discussions by considering the form of a possible new agreement to replace the Laurel-Langley Agreement. Both panels agreed that, if the principal substantive issues were resolved satisfactorily, any new treaty instrument should be modeled along the lines of an FCN treaty, modified appropriately to include whatever provisions may be agreed upon concerning trade preferences, investment and related matters. It was clear, however, that the resolution of outstanding problems would be a necessary first step to negotiation of a new instrument. Both panels agreed that if these issues are not resolved in the meantime by other means, the two teams would reconvene at the earliest practicable date, hopefully in April or May 1968, for the purpose of resolving them. In that event, negotiations, if desirable, could follow thereafter.

Japanese automobile firm gets $16.2 million Eximbank loan

Nissan Motors will spend $19 million on U.S. goods

The Export Import Bank has authorized a $16.2 million credit in favor of Nissan Motor Co. Ltd., Japan's second largest automotive producer.

Proceeds of the credit will be used to buy in the United States a broad range of machine tools and other equipment needed in the first phase of a five-year expansion program involving total U.S. purchases of $18,355,715. The difference between the total cost figure and the amount of Eximbank's loan will be provided through cash payments by Nissan to the U.S. suppliers. Eximbank's disbursements will also be to the suppliers, completing the purchase price.

U.S. suppliers

Firms selected by the Japanese company to supply equipment are: Gleason Works, Rochester, N.Y.; U.S.I., Inc., Chicago, Ill.; National Machinery Co., Tiffin, Ohio; Landis Tool Co., Waynesboro, Pa.; The Bullard Co., Bridgeport, Conn.; Sundstrand Corp., Belvidere, Ill.; Michigan Tool Co., Detroit, Mich.; The Wickes Corp., Saginaw, Mich.; Lynch Corp., Detroit, Mich.; Cincinnati Shaper Co., Cincinnati, Ohio.; National Acme Co., Cleveland, Ohio; Lapointe Machine Co., Hudson, Mass.; Ex-Cell-O Corp., Detroit, Mich.

The Eximbank credit assures that the purchases by Nissan will be made in the United States. The ten percent cash payment to be made by Nissan will have an immediate favorable impact on the U.S. balance of payments. Subsequent repayments of principal and interest payments by Nissan will have a further beneficial balance of payments effect.

The Eximbank loan, which is to be guaranteed by the Industrial Development Bank of Japan, is to be repaid in 12 semiannual installments beginning in 1970, with interest on outstanding balances at the annual rate of six percent.

$10 million in U.S. goods to equip Iran pipe plant

A $10 million loan agreement with the Government of Iran to be used by the National Iranian Oil Company in purchasing American machinery, equipment, materials, and services needed for a pipe plant at Ahwaz has been signed by the Export-Import Bank.

The new plant, to cost a total of some $15.6 million, including local costs, will consist of two mills. One mill will produce pipe having a diameter of from six to 16 inches; the other mill will produce pipe from 18 to 48 inches in diameter. The new plant will enable Iran to meet most of its increased pipe requirements resulting from expanded oil, petrochemical, and agricultural demand.

Construction of the new plant and technical management for the first five years of operation will be provided by Torrance Machinery and Engineering, Inc., Torrance, California, a subsidiary of P & F Industries, Inc., Syosset, New York.

Mexican customs officials refuse certain U.S. goods

Recent shipments of U.S. donations to Mexico for charity purposes have been held up at the border and refused entry by Mexican customs authorities.

In all such cases, interested parties would be well advised to make sure that no such shipments are made until the intended recipients have obtained the prior approval of the appropriate Mexican authorities.

New Philippine investment law puts limits on foreign participation

Measure enacted primarily to stimulate domestic capital mobilization; Investment Board gets broad regulatory powers

The first Philippine Investment Incentives Act, signed into law Sept. 16, offers generous tax and other incentives to firms which can qualify as preferred industries, and even greater incentives to firms in pioneer industries. A newly authorized Investment Board, with broad regulatory powers, will be formed to select preferred and pioneer industries; it will also screen applicants.

For identifying a preferred industry, the Board will consider relatively broad criteria, such as whether additional export earnings or import savings will be generated and whether the industry will use more Filipino employees and domestic raw materials.

The criteria for selecting pioneer industries are more restrictive. Pioneer firms must either manufacture (not assemble or package) goods not already being locally produced on a commercial scale, or introduce some new or untried process or formula, substantially utilizing in either case local raw materials whenever available.

Restrictions on foreign investment

Unlike incentive laws in most other developing countries, the new Philippine measure is primarily designed not so much as to attract foreign investors but mainly to stimulate domestic capital mobilization. For example, only Filipino-owned or controlled firms can qualify for registration in preferred industries.

Specifically, in preferred industries, foreign equity is limited to a maximum of 40%; alien membership on boards of directors is limited to 40%; alien employees are prohibited in any capacity after the first five years of operation; and alien employment in supervisory, technical or advisory positions is limited to 5% of each firm's total such employment at any time.

Moreover, firms must file annual reports on the progress they are making toward training Filipinos in administrative, supervisory and technical skills.

In the higher-risk pioneer industries, foreign firms initially can qualify without local participation, but they must work toward eventual minority status under a prescribed Filipinization schedule, as follows:

- Within 10 years, the foreign-controlled pioneer firm must list its shares on the Philippine Stock Exchange.
- By the following year, it must actually offer its shares for sale to Filipinos.
- By the end of the 20th year, it must have disposed of at least 60% of its shares to Filipinos, unless the Investment Board grants an extension of this requirement for an additional period not to exceed 20 years.
- Moreover, Government financial institutions may at any time step in with their own resources whenever by so doing they would ensure 60% Filipino control of a foreign pioneer firm.
- Alien-controlled pioneer firms may not engage in any activity constitutionally reserved to Filipino owned or controlled corporations. These include all activities which in any way exploit, develop, utilize or dispose of agricultural, timber, and mineral lands and other Philippine natural resources.
- Foreign-controlled pioneer firms do not receive all the incentives given to Filipino-controlled pioneer firms and are not eligible for any financial assistance from Government institutions engaged in investment financing.

Investment climate clarified

The new law does much to clarify the investment climate in the Philippines by setting forth the conditions and limitations under which new investment can be made by foreigners. The actions taken by the new Investment Board in interpreting certain provisions of the law will provide further clarification. These bear careful study by Americans considering investing in the Philippines.

The new law places heavy emphasis on attracting Filipino investors; in particular, into long term, priority manufacturing areas, and away from the quick-return, speculative ventures traditionally preferred by local entrepreneurs.

Benefits provided under law

The law therefore offers a variety of benefits to eligible investors, including the following (the full text of the law will be published soon as an Overseas Business Report):

Basic Rights and Guaranties for All Investors:

All constitutional rights and guaranties.

Full repatriation of invested capital (foreign investors only).

Full remittance of earnings (foreign investors only).

Full remittance of principal and interest on foreign loan obligations.

Freedom from expropriation or requisition except in the national interest, and then only upon just compensation, fully remittable.

Incentives for all Firms in Preferred Industries:

All the above basic rights and guaranties, plus:

Exemption from capital gains tax.

Duty and tax exemption on imported capital equipment and parts.

Tax deduction for organizing and pre-operational expenses.

Tax deduction for reinvestments for expansion projects.

Tax credit on purchase of domestic capital equipment in lieu of import.

Tax credit for taxes withheld on interest payments (remittances) to foreign lenders.

Accelerated depreciation of fixed assets.

Net operating loss carryover.

Import protection against goods unfairly or unnecessarily competing.

Protection against duty-free importations by Philippine Government agencies or enterprises.

Protection of patents and other property rights.

Preferential access to financial assistance from Philippine Government financial institutions.

Special tax credit on raw material purchases used for export manufacture.

Double tax deduction for export promotion expenses.

Double tax deduction for export shipping costs.

Incentives for Foreign-owned or Controlled Firms in Pioneer Industries:

All the above rights, guaranties and incentives, (except access to financial aid) plus:

Exemption from all taxes, except income tax, at a declining rate from 100% through 1972 to nil by year-end 1981.

Automatic tariff protection up to 50% of the dutiable value of competing imports.

Incentives for Filipino-owned or Controlled Firms in Pioneer Industries:

All the above basic rights, guaranties and incentives, plus:

Tax deduction on full amount of the actual investment, not to exceed 10% of taxable income of the investor.

Tax exemption on full amount earned from sale of stock dividends.

Spain sets new regulations on foreign ownership of pharmaceutical firms

A recent order has imposed new requirements on investments resulting in foreign majority control of a Spanish pharmaceutical firm.

Henceforth, all such applications will reflect agreement by the investor to undertake exports, allocate research funds corresponding to a certain percentage of sales and utilize a percentage of Spanish-made components in its own output.

The Ministry of Industry will determine in each case the required percentages. In no case will these exceed the following: for exports, 20% of production (ad valorem); for research, equivalent to 7% of gross annual sales; utilization of Spanish-made components or materials including packaging materials, 70%.

Firms will be required to reach the desired level of exports within three years and must submit detailed reports to the Ministry of Industry prior to May 1 and Nov. 1 on exports realized up to July 1 and Jan. 1, respectively. Information on research performed, including amounts spent, will be submitted to the Ministry of Industry prior to May 1. The utilization of domestically-produced materials during each year will be reported prior to Mar. 1.

Firms which fail to fulfill the conditions of their respective agreements will be subject to fines imposed by the Ministry of Industry.

The above order was published in the Official State Bulletin (*Boletin Oficial del Estado*) of Nov. 3.

South Africa eases controls on imports of consumer goods

The South African Ministry of Economic Affairs has announced that, effective Jan. 1, importers will be allocated advanced licenses equivalent to 75% of their total 1967 license allocations. This large initial license allocation represents some liberalization in South Africa's import procedures, since the initial annual allocation for each of the past three years has not exceeded 50% of the 1964 base.

These allocations will apply to imports of consumer goods by merchant importers, textile piece goods, and engineering requisites. Permits for the importation of capital plant and equipment are, however, still granted on the basis of essentiality, and permits for the importation of industrial raw materials by manufacturers are issued on the basis of the maintenance of a stock of raw materials equal to six months' consumption.

Further liberalization measures include the revision and reduction of the list of commodities which are classified as restricted imports and which require a specific import license for entry. Some goods, as yet unspecified, have been removed from this list and may now be imported under a regular import license.

In addition, the conversion ratio applicable to those goods remaining on the list has been reduced.

An authorized importer wishing to import goods on the restricted list may now convert the rand value of his regular import permit for the required specific import permit at a 2-for-1 ratio instead of the 3-for-1 ratio which obtained throughout 1966 and 1967.

Denmark has Faroe Islands admitted to EFTA group

The Danish Government has announced that, effective Jan. 1, the Faroe Islands are now included in the European Free Trade Association (EFTA). This formal declaration was made under Article 43 of the Stockholm Convention (the EFTA Charter). The inclusion of the Faroes, which maintain local home rule, was made at the request of the Islands themselves.

The Faroe Islands will enjoy the same status as Greenland, which was admitted to EFTA under Denmark in 1961.

The Faroe Islands have been granted two exceptions to the general unrestricted passage of goods within the Association. They have been allowed five years for decreasing to zero a number of their internal taxes. In addition, they will retain their income stabilization fund, which provides for payments into the fund during good fish catch years and withdrawals from the fund during unfavorable years.

Cyprus, devaluing currency, introduces lower tariffs

As a result of the recent devaluation of its currency, the Government of Cyprus has introduced an amendment to the Customs Tariff Laws which will reduce duties on certain goods, retroactive to Nov. 22. Goods affected include many food preparations, vegetable oils, lumber and wood products, textiles and iron and steel products.

The Government reportedly is considering reduction of customs duties on other products in the near future.

Information on specific products and the new rates of duty may be obtained from the Near East-South Asia Division, OIRE, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Spain raises down payments required for consumer goods

The Spanish Government recently revised minimum down payments required for purchases of consumer durable goods. The new percentages are as follows: automobiles of less than 1,000 cubic centimeters, 30; motorcycles, 25; cycles with motors, 25; refrigerators of less than 200 litres capacity, 30; stoves having up to three burners, 25; non-automatic and semi-automatic washing machines, 25; ovens, 25; heaters and water heaters, 25; television sets of up to 19 inches, 30; all other consumer goods, 35.

This decree was published in the Official Bulletin (*Boletin Oficial del Estado*) of Dec. 8, 1967.

Germany opens its quota for fresh, cut orchids

Germany has opened its quota for fresh, cut orchids from all countries except the Soviet Bloc. Import license applications may be made until the (undisclosed) value limit is reached, but not later than Dec. 30, 1968. Country of purchase and country of origin must be the same. Import licenses will be valid for six months but not beyond Dec. 31, 1968.

Investment Opportunities pages 29-32

Mandatory controls providing a limited basis for continued U.S. direct investment overseas were initiated by the President on Jan. 1 as part of a broad program to improve the U.S. balance of payments. The Jan. 8 issue of INTERNATIONAL COMMERCE contains a summary explanation of the investment control program.

To ascertain whether they are subject to investment controls, and to insure their compliance with them, investors should consult the text of the Foreign Direct Investment Regulations, published in the Federal Register for Jan. 3, available from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. An office has been set up to administer the program. Address: Director, Office of Foreign Direct Investments, U.S. Department of Commerce, Washington, D.C. 20230.

The Investment Opportunities section continues as an informational service for U.S. investors operating within the scope of the mandatory investment regulations. Opportunities listed in this section include licensing and joint venture proposals.

Firms responding to investment opportunities may wish to inform the Bureau of International Commerce of their action, for follow-up assistance where appropriate. This will insure receipt of additional information as it becomes available.

A (*) following the name of the foreign firm indicates that additional information is available by writing the Department of Commerce (BIC-876), Washington, D.C. 20230.

WTD indicates that a World Trade Directory report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington, D.C. 20230.

For general assistance to firms interested in joint ventures or licensing agreements abroad telephone: 202-967-3786 or **write** Department of Commerce (BIC-878), Washington, D.C. 20230.

Brazilian manufacturers seek licensing and venture agreements with U.S. firms

Fields of interest include production of appliances, hardware and electrical fittings, cooking utensils, and technical aid for silk screening

Four Brazilian companies seek collaborative agreements with U.S. firms to expand their operations. The fields of interest include the production of appliances, electrical fittings and hardware, the manufacture of cooking utensils, an exchange of technical information on the production of silk screens and the extension of a brokerage enterprise.

• A manufacturer of die casting for automobiles, buses, motors, and office machines seeks licenses to make products using its die making and casting facilities. These products could include **home and kitchen appliances, office equipment, and agricultural implements.**

Other interests

The Brazilian firm is also interested in making **electrical fittings, hardware, faucets and other products calling for at least 50% die cast parts.** Also, the Rio de Janeiro firm would consider a joint venture or acquisition of its assets by a U.S. concern.

In addition, the Brazilian company would be interested in purchasing or leasing die castings not presently available in its country.

Established in 1946, the company operates a foundry located in the outskirts of Rio de Janeiro. Production facilities include five U.S. die casting machines ranging from 15 to 600 tons locking pressure, plus hydraulic milling machines, lathes and grinders for making dies. Die casting is done in aluminum, zinc and brass. The firm has approximately 116 employees and, in addition to its other activities, represents a U.S. manufacturer of gasoline engines.

Write: Metal Molde Carioca Ltda., Av. Rio Branco 135, S/213—2° Andar, Rio de Janeiro, Brazil. WTD.

• Established in 1907, a manufacturer and distributor of **electric coffee makers and aluminum cooking utensils** seeks a **joint venture** with a U.S. company. The Rio de Janeiro firm would also consider proposals leading to its complete acquisition by a U.S. concern.

The Brazilian firm's plant is on a 2,700-yard site in an industrial district of Rio de Janeiro. The company has approximately 80 employees, plus six salesmen. It markets its products in South and Central America.

Write: Cafeteria Brasileira, Rua Sao Luiz Gonzaga 88, Rio de Janeiro, Brazil. WTD.

Technical assistance wanted

• A Rio de Janeiro printing supply company seeks a contractual arrangement with a U.S. manufacturer of **silk screens** to exchange technical information and assistance.

Established in 1950, the Brazilian firm manufactures printing inks, chemical products and metal printing plates. It also imports printing machinery and equipment and offset rubber blankets.

The company has approximately 50 employees, plus nine traveling salesmen covering the Brazilian market. Reportedly, a new plant is under construction on a 1,457-square yard site in Rio de Janeiro.

Write: Socopan, Mercantil e Industrias Graficas S.A., Avenida Erasmo Braga 227, 1° Andar, Rio de Janeiro, Brazil. WTD.

• A Rio de Janeiro **brokerage** firm seeks to expand operations through a **joint venture** with a U.S. securities company.

Requested of a U.S. participant is financial and technical assistance. The Brazilian company is particularly interested in installing and featuring electronic communication equipment in one of its offices.

Established in 1936, the Brazilian company has about 50 employees and claims to be one of the largest members of the Brazilian stock exchange.

Write: Celio Pelajo Corretores de Cambio e Valores S.A., Avenida Rio Branco 52, 14° Andar, Rio de Janeiro, Brazil.

Israeli cosmetic producer seeks to expand product line

An Israeli producer of cosmetics and disinfectants seeks to expand its business through a licensing arrangement with a

U.S. manufacturer of cosmetics and perfumes.

Most of the products to be made under U.S. license would be exported to such third countries as Turkey, Greece and Iran.

Established in 1940, the Israeli firm reports annual sales approximating $140,000.

For additional information, **write:** "Simpha" Pharmaceutical and Chemical Laboratories Ltd., Pardess Hanna, Israel. WTD.

German firm seeks license for hydraulic devices, both electric and manual types

Established in 1958, a manufacturer of hydraulic control devices, both electrical and manually operated, seeks to expand its operation through licensing arrangements with a U.S. firm.

The German firm is interested in the production of industrial hydraulic control and steering devices used in connection with production machinery, particularly those associated with electronic controls and automated manufacturing processes. These would include oil, gear and piston pumps, valves and hydrostatic drives.

The German company has around 50 employees, reports annual sales of approximately $375,000 and distributes its products on the domestic and export market.

For further details **write:** Wessel-Hydraulik Guenther Wessel, Wilhelmshaven, Einigungastrasse 30, Germany. Attention: Mr. Guenther.

Dutch fabricator of metal tanks, machinery wants to manufacture other items

A Rotterdam manufacturer of storage tanks, conveyors, equipment for the chemical industry, hydraulic and pneumatic presses and food processing and packaging machinery seeks to make these and related products under a licensing agreement with a U.S. concern. The Dutch company is prepared to handle the servicing of any equipment produced under license.

In addition to its production activities, the company provides such metal working services as polishing, grinding, drilling and welding.

For further details **write:** Machinefabriek Carmeta, 47 Sluisjesdijk, Rotterdam, The Netherlands. WTD.

Licensees sought to produce items offered by European companies

U.S. firms can get rights to cooling rolls, designs for water-resistant clothing, doors, rotary engine

Manufacturers in Sweden, W. Germany, The Netherlands, Switzerland, and England are seeking U.S. licensees to produce and distribute their products for the U.S. market. Products offered are cooling rolls, pharmaceutical specialties, tube and pipe joining systems, a viscometer, internal combustion rotary engine, hermetic sealing sliding doors, and clothing for the boating class.

For additional information and the name and address of the firm, **write** the Office of International Investment, code 874, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to the appropriate File number accompanying each opportunity.

Sweden

A Swedish firm is seeking a U.S. licensee to manufacture its **cooling rolls, designed and developed for use in paper, plastic and packaging applications.**

The cooling rolls have an extremely high cooling effect, it is claimed, due to a new design allowing optimum utilization of the cooling water. The outer shell is removable, simplifying cleaning and inspection, and also renders unnecessary replacement of the whole roll in case of serious damage to the shell.

The product is patented in several European countries; patents also have been applied for in the United States. **File 1564.**

Germany

A West German firm would like to license a U.S. company to produce its line of **pharmaceutical specialties** for distribution in the Western Hemisphere.

Principal items consist of salves, ointments, and special mineral oil solutions for medicinal baths. **File 1565.**

A noted W. German authority on rheology is seeking a licensee in the U.S. to manufacture a **control viscometer** developed for the processing of fluids and plastic materials.

The control viscometer consists of a synchronous motor with a reduction gear (three gears are available), a torquemeter, and measuring cells.

The viscometer is designed for installation in production vessels and pipelines for direct viscosity measurements in the plant. A rotor moves at a constant rpm in the fluid to be measured, and the resulting torque caused by the shearing of the substance is measured.

U.S. patented device

The measurements are made after the Couette principle or with a newly designed attachment, covered by a U.S. patent, which consists of several discs fastened on the shaft. These discs shear the substance to be measured in the gaps which are formed by the counter discs. By the use of this disc arrangement, the shearing area is substantially enlarged, thus enabling high torques to be produced even if low viscous substances have to be measured. Since higher torques can be measured with a greater accuracy than low torques, the accuracy of the viscosity determination is substantially increased.

The inventor, a member of technical societies in the United States, claims the product has no competition in the United States. **File 1567.**

The Netherlands

A license to manufacture **hermetic sealing sliding doors** is offered a U.S. company by an established Dutch manufacturer. Reportedly of excellent design, construction and quality, the doors can be used for all kinds of industrial purposes, particularly in cooling or freezing operations.

The manufacturer says these doors offer these advantages over other types: The door can be opened and closed by one simple movement of the hand, with a minimum of exertion; the door will never remain ajar after improper closing, but will seal itself automatically; no rail or other structure is necessary underneath the door so that the floor can remain entirely smooth; and the door has a guaranteed hermetic sealing.

The Dutch concern also produces two types of **overhead rail structures for use with its doors.** A U.S. firm could either

manufacture the complete unit or only the doors without the overhead rail structures. In this case, the Dutch company would furnish the U.S. licensee with the rail sections.

The Dutch manufacturer says it has already sold about 30 of these doors in the United States and other countries. **File 1511-R.**

A Dutch manufacturer is offering to license an American firm to produce its **tube and pipe joining systems** for use in the lawn furniture, scaffolding, shelving and toy industries. The firm claims the system is unique in that no couplings are used; instead, the connection is stamped on the steel or aluminum tube in such a way as to make possible putting of one tube on the other, one tube into the other and one tube through the other. The flexibility of the design permits the horizontal or vertical tube to be set at other than right angles.

Patents have been granted in 17 countries including the United States. **File 1566.**

Switzerland

A U.S. licensee is sought by a Swiss firm to produce a new type of **internal combustion rotary engine.**

The engine works similarly to a steam engine, that is at a low number of revolutions. It may be built both for water- and air-cooling, and can be driven either with gasoline or diesel oil. The electrical installation is outside the engine. **File 1568.**

England

A British sailmaking firm offers a U.S. licensee rights to produce and market designs for clothing made of water-resistant material, and a well known trade name which has a U.S. trademark number. **File 1569.**

Two Australian firms seek U.S. licensing arrangements

Two Australian firms propose to make products under U.S. licenses. One wants to produce filling equipment, and one seeks to manufacture equipment for gas combustion in steam plants and furnaces.

● A manufacturer and distributor of special industry machinery seeks a license to produce filling equipment for the pharmaceutical, cosmetic, beverage and food industries.

An executive of the Australian firm plans to visit the United States to discuss licensing agreements with firms responding to this announcement.

To obtain further information **write:** Micro Industries Pty. Ltd., Filling Machine Division, P.O. Box 62, Ermington, N.S.W. 2115, Australia. WTD.

● A license to manufacture specialized equipment used for gas combustion in steam plants and furnaces is sought by a company which claims that the new natural gas discoveries in Australia would greatly increase the demands for such equipment in future years.

The Australian manufacturer specializes in the production of chemical and food processing machinery, filters, dryers, mixers and cryogenic vessels as well as the fabrication of steel and alloy code vessels.

Established in 1946, the firm has about 150 employees and distributes its products through resident agents in principal cities of Australia and New Zealand.

For additional information, contact: Toledo Engineering, Pty. Ltd., 92 Wetherill St., Lidcombe, N.S.W. 2141, Australia. Attn: Mr. H. Boydle, Managing Director. WTD.

Two Belgian firms want to broaden their lines

Two Belgian manufacturers seek licensing arrangements with U.S. firms for production rights to items related to their fields.

● A Belgian producer of farm equipment seeks a license to manufacture prefabricated pens, hatcheries and stables as well as automatic cattle feeders.

Established in 1965, this firm manufactures storage equipment for bulk products; bulk material conveyors and feed grinders, crushers and mixers. It employs about 85.

For details **write:** Machines Wimar, 23 G.B. Fredericqlaan, Merelbeke-Station, Belgium. Attn: Mr. Dirk Willaert, Managing Partner. WTD.

● A manufacturer and erector of all types of industrial piping, coils and heaters seeks licensing agreements with U.S. firms.

The Belgian company wants to produce piping and devices which might be incorporated into industrial piping. It uses low, intermediate and high alloy steels, aluminum and copper in the manufacture of its products.

The company was established in 1908 and has around 450 employees, plus seven salesmen.

To obtain additional information about this opportunity **write:** Carnoy-Vandensteen N.V., 56 Koopvaardijlaan, Ghent, Belgium. Attn: Mr. Jean Mean, Sales Manager. WTD.

U.S. licenses sought by British companies

Interested in special types of machinery and equipment

Three British industrial firms seek U.S. licenses. Production rights are wanted for the manufacture of machines, gas cleaning equipment and for various other specialized items which would be complementary to the British firms' present lines.

U.S. firms interested in getting further details about the offers presented below should correspond directly with the British firms.

● A manufacturer of cast iron, aluminum alloy and copper-based alloy castings, hand and powered rollers for use on athletic fields and in horticulture, and finished machined parts seeks a license.

The British firm is **interested in the production of sub-assemblies or complete machines,** which contain in their basic design large aluminum alloy castings and/or grey iron castings. The company says that individual castings in aluminum alloy weighing up to 1,500 lb., grey iron castings within a weight range of 6,000 lb. and certain spheroidal graphic iron castings weighing around 700 lb. are all within its production capacities.

Established in 1947, the company employs about 50.

Write: Seymours' Castwell Foundry Ltd., Raynesway, Spondon, Derby, England. WTD.

Gas cleaning equipment

● A Birmingham manufacturer of electrical precipitation equipment, rectifiers, control and instrument panels and high energy wet scrubbers seeks licenses in its field.

Specifically, the British company is interested in the production of **natural gas cleaning equipment and in any process for the prevention of atmospheric pollution.**

Established in 1913, the firm claims it has good connections with the British Central Electricity Generating Board and with steel companies and cement manufacturers to whom it has supplied precipitators. It also has customers in the metallurgical and chemical industries. The company employs about 390.

In addition to its domestic market, the Birmingham concern has an affiliate in Australia, licensees in France, Germany and Japan and agents in Denmark, Greece, Portugal, Spain and Turkey.

A director of the British concern plans to visit the U.S. to discuss licensing agreements with U.S. firms responding to this announcement.

Write: Lodge-Cottrell Ltd., George St. Parade, Birmingham 3, Warwickshire, England. WTD.

Diversification sought

• A firm of structural and general engineers, currently engaged in the **manufacture of such specialized machinery for the sugar beet industry as root-washers, dewatering screens and plate conveyors, seeks a license to diversify into another field, where its production facilities could be used to greater advantage.**

The British company was established in 1879 and has 423 employees.

Write: Cocksedge and Co. Ltd., P.O. Box No. 41, Grey Friars Road, Ipswich, England. WTD.

U.S. firms invited to explore mineral site in Australia

Cores taken from prospect indicate lead, zinc, silver

The Australian Government is inviting U.S. mining companies to participate in the further exploration and possible subsequent development of the Woodcutters lead-zinc project, located south of Darwin in the northern territory of Australia.

The site offered for additional investigation is in an approximately eight-square-mile mineral reserve in the Rum Jungle district. This area was set aside by the Northern Territories Administration several years ago to permit the Australian Atomic Energy Commission and the Australian Government's Bureau of Mineral Resources to evaluate the mineral potential of the site.

The area offered consists of 360 acres. It includes an ore body which eleven exploratory holes indicate has an over-all length of about 2,000 feet, a width of several hundred feet and a thickness varying between two to 78 feet. Mineralization is found in lower Proterozoic beds at a vertical depth between 250 and 425 feet. Cores taken from the prospect indicate that mineralization varies from 1.9% lead and 0.7% zinc in a two-foot section at its edges to 9.1% lead, 19.4% zinc, and 7.8 ounces of silver per ton in a 79-foot section near its center.

Applicants wil be required to submit detailed proposals including their proposed expenditures, exploration programs and intentions towards development of site.

U.S. firms interested in receiving a copy of the tender, plus technical information about the site should immediately **write or cable:** Officer in Charge, Minerals Industry and Power Section, Department of Territories, AMP Building, Canberra, Australia. The closing date for receipt of applications is Feb. 29.

French producers want U.S. licenses

Products allied to present lines sought for expansion

Three French manufacturers want licensing arrangements with U.S. producers. All are interested in products which are complementary to their present lines: air and sea survival outfits and safety equipment, industrial dryers and machine tools.

U.S. companies interested in responding to the French proposals should correspond directly; the names and addresses of the inquiring firms appear at the end of each opportunity.

• A producer of **air and sea survival outfits and safety equipment** is seeking licensing arrangements with U.S. manufacturers of a compatible product line.

Established in 1936, the French firm manufactures protection and survival equipment and such related products as parachutes, pneumatic boats and aviators' heated jackets. In addition, it makes sails for boats and other categories of sporting goods.

Write: Societe d'Equipements Divers pour la Population Civile et l'Aviation, Boite Postale No. 69, Caville par Bergerac (24) Dordogne, France. WTD.

• The mechanical construction department of a large French metal working concern is interested in a licensing arrangement to produce industrial dryers complementary to its present product line. The company now manufactures moving tray, roller, vertical shelf, timber, veneer, and recirculating, ring-type dryers. It is interested primarily in making medium size drum type dryers for use by animal feed processors and chemical fertilizer manufacturers.

Established in 1919, the diversified concern also produces galvanized sheet metal, bridges, conveyors, ovens, textile mill equipment and other metal products

The firm operates several factories in Strasbourg and currently has about 4,000 employees. To develop and improve equipment and processes, the company uses laboratory facilities equipped with semi-industrial sized dryers.

Has wide distribution

The French manufacturer maintains sales offices throughout France and in most European countries; several offices are in former French colonies. The company reported sales of approximately $52 million for 1965.

U.S. firms responding to this announcement are asked to include literature and descriptive brochures covering their products.

Write: Forges de Strasbourg, 75 Allee della Robertsau, 67 Strasbourg, France. WTD.

• A manufacturer of industrial cutting tools is interested both in negotiating licensing arrangements and in an exchange of sales and distribution services wth U.S. firms for related products in the industry.

The French firm's metal cutting tools are used by the aircraft, mechanical and engineering industries, and consist principally of steel and tungsten carbide milling cutters for special applications.

Established in 1958, the company reportedly owns and operates a well equipped plant in Gironde, a suburb of Bordeaux. The firm has 80 employees.

Write: RITO, 33, Le Haillan, Gironde, France. WTD.

World Bank raises rate on interest charges

The World Bank's President and Executive Directors have decided to raise the Bank's standard interest rate from 6 to 6.25%; and the charge to borrowers for funds committed but not yet disbursed from 0.375 to 0.75%.

The Bank's management also decided that the standard lending rate should not exceed the cost of borrowing to the Bank by more than 0.75%.

These changes stem from the increasing interest costs of floating World Bank bonds, which form the major source of funds to the Bank for loan disbursements.

World Trade Opportunities pages 33-39

International trade center proposed for Athens

Plans call for offices, cinema, hotel, heliport, other facilities

A joint U.S.-European group has proposed to finance and construct in Athens an international trade building complex at an estimated cost of $8 million.

Conceived by a U.S. group, Powermark, Inc., of New York, the preliminary designs for the vast undertaking have already been completed by a firm of Greek architects, and the land area required for the project is under negotiation.

The ultra-modern structure, to be comprised of approximately 175,000 sq. ft. of floor space, will be leased principally to non-Greek firms either doing business in the country or which desire to use Greece as the hub for their operations in adjacent countries.

The structure, tentatively scheduled for completion in mid-1970, will include in addition to seven floors of offices, permanent and temporary trade exhibition halls, conference rooms, a cinema-auditorium, underground vehicle parking garages, central air terminal facilities, shopping, banking facilities and, on the roof level, a large self-service cafeteria, supper club, swimming pool and recreation area. A limited number of deluxe hotel rooms are also contemplated, to be used for emergency needs of businessmen in transit. A heliport will top off the structure. Consideration is also being given to a stock exchange floor, data processing facilities, etc.

The Greek government will be offered space for the installation of a liaison office designed to serve the needs of businessmen desiring contacts at various levels of the government, and to provide up-to-date information on regulations, and facilities for doing business.

Interested American firms should **write:** Powermark, Inc., P.O. Box 1012, Omonoia Sq., Athens, Greece.

Argentina plans subway project; invites prequalification bids

The Argentine Secretary of Transport is inviting prequalification of foreign consulting engineering companies associated with Argentine firms for studies, preliminary and final projects, and eventual technical assistance services for the construction of extensions of lines B and D of a subway network owned and operated by the Empresa de Subterraneos of Buenos Aires.

Copies of project conditions and technical specifications for line B and line D may be obtained for approximately $14.00 (5,000 Argentine pesos) each from the Secretaria de Estado de Transporte, Direccion General de Administracion, Rm. 106, Avenida Maipu 4, Buenos Aires. Correspondence is preferred in Spanish.

The deadline for receipt of prequalification information is 4 p.m. Mar. 29.

A set of the specifications and conditions for line B and line D may be seen in the office of the Water Industries and Engineering Services Division, Room 4111, Department of Commerce, Washington, D.C.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.
- **WTD** indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

011 Field crop farms

PORTUGAL—Barley, oat seeds for hydroponic culture. Quotations c.i.f. Funchal (Madeira) and Ponta Delgada (Azores). Soage—Sociedade de Agencias Comerciais S.A.R.L. (distributor, sales agent), Rua Martens Ferrao 34-1°, Lisbon. WTD 2/67.

203 Canning, preserving foods

NETHERLANDS—Fruit juices. Firma J. M. Nieburg-Holtmans (distributor), 155 Overschieseweg, Schiedam. WTD 1/68.

SPAIN—Canned fruits, vegetables, juices, nuts, similar products. Direct purchase and exclusive agency for Spain. Lunimex, S.A. (agent, distributor, importer, exporter), Avda. Jose Antonio, 593—Pral. 1a, Barcelona 7. WTD 12/67.

SWEDEN—Canned institutional quantities: crushed pineapple, banana puree, cherry concentrate, tomato concentrate; dried institutional quantities: apricots, apples (dices, slices, powder); frozen institutional quantities: blueberries, strawberries, cherries, black-currants, gooseberries, orange concentrate, grapefruit concentrate, grape juice concentrate. AB Bjare Industrier (manufacturer), Karpalund. WTD 12/67.

204 Grain mill products

NETHERLANDS—Canned parboiled long grain rice. Pur-Sang (sales agent), 151 O.Z. Voorburgwal, Amsterdam. WTD 12/67.

Animal feeds. Direct purchase and representations for Europe requested. Mr. R. Gostelie (consultant, sales agent), 78 Oranjeweg, Emst (Gld.). WTD 1/67.

208 Beverage industries

AUSTRALIA—White and red wines, c.i.f. prices for bulk, bottled goods. Direct purchase and exclusive representation. S. Wynn (NSW) Pty. Ltd. (manufacturer, sales agent, distributor, importer), 149 Milton St., Ashfield, New South Wales 2131. WTD 12/67.

NETHERLANDS—Soft drinks. Firma J. M. Nieburg-Holtmans (distributor), 155 Overschieseweg, Schiedam. WTD 1/68.

SWEDEN—Concentrates in institutional quantities, cherry, tomato, orange, grapefruit, grape juice. AB Bjare Industrier (manufacturer), Karpalund. WTD 12/67.

209 Food preparations

SWEDEN—Citrus pectin, institutional quantities. AB Bjare Industrier (manufacturer), Karpalund. WTD 12/67.

221 Broad woven fabric mills, cotton

BELGIUM—Cotton printed tablecloths. Marchant & Stichelmans (manufacturer, exporter), 11 Franz van Schoorstraat, St. Gilles-Dendermonde. WTD 12/67.

CEYLON—Unbleached cotton canvas 36" in width, 100,000 lineal yds., weight per yd. (approx.) 18 oz., in rolls of 40 yds. Bid deadline 9:30 a.m. Mar. 12. Chairman, Tender Board, Dept. of Govt. Stores, P.O. Box 418, Colombo. (Telephone: 202-967-5238).

228 Yarn, thread mills, products

BELGIUM—All types of cotton, synthetic yarns. Spinnerij Gevaert (manufacturer, exporter), Jacob Lacopstraat, Oudenaarde. WTD 12/67.

SPAIN—Nylon mesh for shoe manufacturing industry. Sociedad de Importaciones Hispania S.A. (importer, distributor), Gaztambide 11, Madrid 15. WTD 9/67.

229 Textile goods

NETHERLANDS—Lace goods, table covers, edgings, flouncings and bed sets. Direct purchase and exclusive representation for Netherlands. Industrieterrein Honthorst, Woerden. WTD 11/67.

232 Men's, youths', boys' furnishings, work clothing

NETHERLANDS—Sport jackets for men, boys; novelties in sport shirts, knit shirts. Direct purchase and agency. Forward catalogs, price lists and/or samples. N. V. W. Berssenbrugge-Warnken (manufacturer, importer, distributor, exporter), Groothandelsgebouw E-5, Rotterdam. WTD 1/68.

238 Apparel, accessories

NETHERLANDS—Shower-caps, made from plastic or other material. Direct purchase and exclusive representation for Netherlands. Industrieterrein Honthorst, Woerden. WTD 11/67.

241 Logging camps, logging contractors

JAPAN—Softwood logs and lumber: hemlock, red wood, spruce, noble fir, douglas fir from Washington, Oregon; American black walnut logs from Missouri, Maryland. Sanyu Bussan Kaisha, Ltd., (importer, exporter), Nikko Mita Bldg., 4-26 Takanawa 1-chome, Minato-ku, Tokyo. WTD in preparation.

242 Sawmills, planing mills

SWEDEN—Rough lumber, yellow, red, pitch pine, Calif. redwood, Western red cedar. Thorner & Co. AB (importer, wholesaler), Badhusgatan 10, Halmstad. WTD 12/67.

243 Millwork, veneer, plywood, prefabricated structural wood products

GERMANY—Plywood; prefinished etchwood, shadow-wood, rustinwood of Oregon pine, douglas fir, red cedar, redwood. C.i.f. prices. J. Alfred Groeger & Co. (importer, wholesaler), 6 Frankfurt/Main-Hausen, Praunheimer Landstrasse 78a. WTD 12/67.

Plywood. Agency and direct purchase. AB Jibe (wholesaler, agent), P.O. Box 1264, Jonkoping. WTD 12/67.

281 Industrial chemicals

SWEDEN—Chemicals for plastic industry; plasticizers. Direct purchase and agency. K A Curt Bjorklund AB (agent, distributor, importer), 6 Ferkens Grand, Stockholm C. WTD 5/67.

282 Synthetic materials

LIBERIA—Plastic resins for manufacture of plasticware. Requests price quotations c.i.f. Monrovia. Metalloplastica (Liberia) Ltd. (importer, wholesaler, retailer), P.O. Box 1405, Monrovia. WTD 12/67.

MOROCCO—Staple fiber, raw, in bales for local spinning mills. Direct purchase and agency. Quotations c.i.f. Casablanca. Maroport (importer, distributor), 76, Rue de Strasbourg, Casablanca. WTD 12/67.

SPAIN—Polyvinyl chloride. Sociedad de Importaciones Hispania, S.A. (importer, distributor), Gaztambide 11, Madrid 15. WTD 9/67.

SWEDEN—Phthalic anhydride. Direct purchase and agency. Montoil, AB (agent, distributor, exporter, importer), Banergatan 37, Stockholm 10. WTD 12/67.

Plastic raw materials; resins for protective coatings. Direct purchase and agency. K A Curt Bjorklund AB (agent, distributor, importer), 6 Ferkens Grand, Stockholm C. WTD 5/67.

283 Drugs

● **IRAQ**—The General Drugs Establishment of the Government of Iraq requests quotations in Iraqi currency, C&F Baghdad, on 45 items, including chloral hydrate 250 gm., 2,000 bottles; chloroform 1 kg., 1,000 bottles; codeine phosphate 10 gm., 2,000 bottles; ephedrine hcl. 25 gm., 1,000 bottles; glycerin 5 kg., 2,000 cans; potassium citrate 1 kg., 5,000 bottles or cans; sodium salicylate 1 kg., 2,000 bottles; mercurochrome 25 gm., 2,500 bottles; oil of anise 100 gm., 1,000 bottles; empty gelatin capsules 1,000 cap. No. 00 and 1,000 cap. No. 000, in 1,000 cartons each size; ethyl alcohol 1 kg., 2,000 bottles; and tincture cardamon Co. 1 kg., 5,000 bottles. Tender No. PHARM/3/1967 with a bid deadline of Feb. 15. Copies of the tender are available from the Chemicals and Allied Products Division, BDSA, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2239).

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

NETHERLANDS—All types of toilet preparations. Direct purchase and exclusive representation for Netherlands. Industrieterrein Honthorst, Woerden. WTD 11/67.

SWEDEN—Men's body powder, colognes, creams, lotions, oils; other toilet, shaving preparations. Direct purchase and agency. May-Tex, AB (agents), Regementsgatan 70, Malmo. WTD 12/67.

289 Chemical products

SWEDEN—Water treating compounds. Direct purchase and agency. Ingenjorsfirman Vattenteknik AB (manufacturer, agent, importer, exporter), Regementsgatan 18, Malmo C. WTD 1/68.

Orange oil, institutional quantities. AB Bjare Industrier (manufacturer), Karpalund. WTD 12/67.

306 Fabricated rubber products

NETHERLANDS—Micrometer syringes. Payments against documents. Descriptive literature, price lists requested. Labarti (importer), 36 Parkstraat, Zaandam. WTD 12/67.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Bathing caps made of rubber. Direct purchase and exclusive representation for Netherlands. Industrieterrein Honthorst, Woerden. WTD 11/67.

SWEDEN—Rubber blade refills for squeegees used by window cleaners. Lamarr AB (agent, distributor, exporter, importer), Munkholmsvagen 11, Sigtuna. WTD 12/67.

307 Plastic products

SWEDEN—Flooring. Agency and direct purchase. AB Jibe (wholesaler, agent), P.O. Box 1264, Jonkoping. WTD 12/67.

Various plastics products including disposables, for hospitals. Direct purchase and agency. AB IBO Industri-Produkter (agent, wholesaler), P.O. Box 4035, Molndal 4. WTD 1/68.

314 Footwear, except rubber

HONDURAS—Combat boots as used in the U.S. Army, Class A seconds only, sizes 6 to 9 in lots of 1000. Osmond L. Maduro (sales representative), Apartado 213, Tegucigalpa. WTD in preparation.

317 Handbags, personal leather goods

NETHERLANDS—Toilet kits and cases, regardless of material. Direct purchase and exclusive representation for Netherlands. Industrieterrein Honthorst, Woerden. WTD 11/67.

320 Stone, clay, glass products

NETHERLANDS—All kinds of building materials, especially new designs and acoustical materials. Van Wijngaarden & Co.'s Handelmaatschappij N.V. (importer, distributor), 60 Pelgrimstraat, Rotterdam-7. WTD 1/68.

322 Glass, glassware

AUSTRALIA—Full line of wine glasses and wine-serving accessories, c.i.f. prices, brochures. Direct purchase and agency. S. Wynn (NSW) Pty. Ltd. (manufacturer, sales agent,

distributor, importer), 149 Milton St., Ashfield, New South Wales 2131. WTD 12/67.

SPAIN—Cooking utensils, other kitchen glassware. Direct purchase and exclusive agency for Spain. Lunimex, S.A. (agent, distributor, importer, exporter), Avda. Jose Antonio, 593-pral., 1a, Barcelona 7. WTD 12/67.

SWEDEN—Laboratory, other hospital glassware. Direct purchase and agency. AB IBO Industri-Produkter (agent, wholesaler), P.O. Box 4035, Molndal 4. WTD 1/68.

323 Glass products

NETHERLANDS—Mirrors. Direct purchase and exclusive representation for Netherlands. Industrieterrein Honthorst, Woerden. WTD 11/67.

326 Pottery, related products

SPAIN—Kitchenware: vitreous, semivitreous. Direct purchase and exclusive agency for Spain. Lunimex, S.A. (agent, distributor, importer, exporter), Avda. Jose Antonio, 593—pral., 1a, Barcelona 7. WTD 12/67.

331 Steel mill products

BRAZIL—Stainless steel thread for manufacture of electrodes of two types: I—diameter 5mm, components: C = 0.04% max; Cr = 18.5%-20.5%; Ni = 8.5%-10.5%; Si = 0.5% max; Mn = 1.5% max; S = 0.025% max; Ph = 0.025% max. II—diameter 5mm, components: C = 0.15% max; Mn = 2%; Si = 0.75% max; Cr = 24%-26%; Ni = 19%-21%; S = 0.025% max; Ph = 0.025 max. G. Gauttieri (sales agent), Rua Braulio Gomes 25, Conjunto 506, Sao Paulo. WTD in preparation.

● **BURMA**—Channels, 5 tons 6″ x 3″ x ¼″ x 12 lb. per ft.; 15 tons 5″ x 2½″ x ¼″ x 10 lbs. per ft.; round bars, 76 tons in eight diameter size groups, ranging from 1⅛″ to 3″. Tender No. MEIC/B.Rlys/15(T)460(E)67.68; bid deadline Mar. 25. The Chairman, Union of Burma Railway Bd., Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-967-2364).

● **CHILE**—183,000 kgs. of Steel Cable for the manufacture of ACSR conductors for the Cerro Novia-San Pedro and the Illapel-Ovalle transmission lines. Bid deadline Jan. 24. Empresa Nacional de Electricidad S.A., "Endesa" Ramon Nieto 920, Of. 428, Santiago.★ (Telephone: 202-967-2364).

GERMANY—Nickel alloyed steel scrap and turnings; pure nickel, pure titanium, ferroalloys and high-speed steel scrap. Requests price quotations f.o.b. N.Y. or c.i.f. Rotterdam. Eisenlegierungen Handelsgesellschaft mbH (importer, wholesaler, exporter), 10-12 Am Fallhammer, 4 Duesseldorf-Hafen. WTD 12/67.

● **INDIA**—164 Wheels and Axle Sets for DC broad gauge electrical multiple unit trailer coaches. Tender No. G.P.-48; bid deadline Jan. 24. Dir. Railway Stores, Railway Bd., Rail Bhavan, Raisina Rd., New Delhi. Tender documents reference No. I.S.M. Ref. D/ENQ/2474. Non-refundable tender fee $2.00.

● 230 Axles, driving, rough turned for B.G. Diesel locomotives to Spec. AARM-126-56, grade "E", normalized and tempered to ultrasonic/magnaflux tests. Tender #WTA-15 of 1967; bid deadline Jan. 18. Dir., Railway Stores, Railway Bd., Rail Bhavan, Raisina Road. New Delhi. Tender documents reference No. D/ENQ/2473. Non-refundable tender fee $1.33.

Tender documents available from India Supply Mission, 2536 Mass. Ave., N.W., Washington, D.C. 20008.

IRAN—Tin plate for canning fish. Rear Admiral Asgharzadeh, Persian Gulf Fisheries Co. (government agency), 72 Meykadeh Ave., Tehran.

335 Rolling, drawing, extruding of nonferrous metals

● **KENYA**—Advance notification for a tender has been issued by the Government in Nairobi, Kenya. The tender will be for a supply of underground cable. Tender documents will be issued by the Administration's London Agents to call organizations registered with them as suppliers of the equipment. London Agents are —The Crown Agents for Overseas Governments and Administrations, 4 Millbank, London S.W.1, England. Documents are DF 4250/9 dated Dec. 8.

● The government has issued an advance notification for tender bids for a supply of P.V.C. insulated telephone drop wire. Notification No. DF 4257/3 dated Dec. 14. Documents will be issued by either The Crown Agents for Overseas Governments and Administration, 4 Millbank, London, S.W.1, England or Engineer-in-Chief, E. A. Posts and Telecommunications Administration, P.O. Box No. 30310, Nairobi, Kenya, provided the suppliers are organizations registered with them as suppliers of the type of equipment as listed.

● **SUDAN**—The government of Sudan at Khartoum has issued an invitation to bid on 100,000 yds. of 22SWG Dura Twin Cable with two different colored cores pink and white; 3mm wall x 4.6mm O.D. cream grade 5 1012. Tender No. P&T Stores /15-6-3 (contract No. 222), closing date Jan. 27. Documents to be obtained from Controller of Stores, Dept. of Posts and Telegraphs, Light Industrial Area, Khartoum South.

● **THAILAND**—All aluminum conductor, 7 and 19 strand, 100,000 meters each; all aluminum tie wire, 4,000 kgms. Tender No. MEA-PSD-107, bid deadline Feb. 14. Metropolitan Electricity Authority, 121 Chakrapetch Rd., Bangkok.★ (Telephone: 202-967-4579).

336 Nonferrous foundries

SPAIN—Kitchen utensils including aluminum. Direct purchase and exclusive agency for Spain. Lunimex, S.A. (agent, distributor, importer, exporter), Avda. Jose Antonio, 593—pral., 1a, Barcelona 7. WTD 12/67.

341 Metal cans

IRAN—Cans with proper alloy for canning sardine, tuna fish. Rear Admiral Asgharzadeh, Persian Gulf Fisheries Co. (government agency), 72 Meykadeh Ave., Tehran.

342 Cutlery, handtools, general hardware

SWEDEN—Builders' hardware. Agency and direct purchase. AB Jibe (wholesaler, agent), P.O. Box 1264, Jonkoping. WTD 12/67.

TURKEY—Pneumatic door stops. Direct purchase and agency. Celal Sipahiler (importer), Sipyal Koll. Sti., 912 Sokak No. 19, Izmir. WTD in preparation.

● **UGANDA**—Supply of various types, sizes and quantities of hand tools. Tender No. E/2/68/69. bid deadline Feb. 24. The Acting Chief Supplies Officer, Ministry of Works, Communications and Housing. P.O. Box 98, Entebbe.★ (Telephone: 202-967-5589).

343 Heating equipment

NETHERLANDS—Industrial heating equipment, oil and gas fired equipment. Representation for Benelux countries. Braat & Colt Ventilatie N.V. (manufacturer importer), 3 Grotestraat, Cuyk. WTD 1/68.

344 Fabricated structural metal products

LIBERIA—Molds for manufacture of plasticware. Requests price quotations c.i.f. Monrovia. Metalloplastica (Liberia) Ltd. (importer, wholesaler, retailer), P.O. Box 1405, Monrovia. WTD 12/67.

346 Metal stampings

SPAIN—Kitchen utensils. Direct purchase and exclusive agency for Spain. Lunimex, S.A. (agent, distributor, importer, exporter), Avda. Jose Antonio, 593—pral., 1a, Barcelona 7. WTD 12/67.

349 Fabricated metal products

● **BURMA**—Supply of 147 cash safes, size 22″ x 17″ x 16″; also four cash safes, size 30″ x 21″ x 20″. Tender No. MEIC/BRLYS/7(T)32(T)67-68, bid deadline Mar. 11. The Chairman, Union of Burma Railway Bd., Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-967-2939).

352 Farm machinery

BELGIUM—Equipment for feeds, grain industries such as presses, mixers, coolers, pneumatic pumps, others. Machines Wimar (manufacturer, exporter), 23 G.B. Fredericqlaan, Merelbeke-Station. WTD 12/67.

NETHERLANDS—Poultry, livestock equipment, agricultural implements. Direct purchase and representations for Europe requested. Zoo-Farm (consultant, sales agent), Mr. R. Gostelie, P.O. Box 19, Epe (Gld.). WTD 1/67.

353 Construction, mining, materials handling machinery, equipment

FRANCE—Bulldozers; cranes, excavators and graders; fork lift trucks; air-compressors; winches; trailers; dump-trucks; pallets (steel or aluminum); truck-wreckers (10 metric tons capacity), related lines, new or used, from U.S. Army surpluses, for utilization by demolition and wrecking contractors. Direct purchase and agency with storage and distribution facilities in southwest France. Requests replies in French. Bellamy (Guy) "Demolition Charentaise" (contractor, dealer), 4 Place Grelet; 16- Angouleme, Charente. WTD 12/67.

TURKEY—Pneumatic tube message systems for use in business and offices. Direct purchase and agency. Celal Sipahiler (importer), Sipyal Koll. Sti., 912 Sokak No. 19, Izmir. WTD in preparation.

354 Metalworking machinery

● **BURMA**—Supply of various size powered tools, including: 58 portable electric drills; 15 portable electric screw drivers; 24 portable pneumatic drills; and one vertical, heavy duty radial drilling machine—Spindle distance, 4½′ Max. Tender No. MEIC/B.Rlys/13(T)129(M)67.68, bid deadline Mar. 4. The Chairman, Union of Burma Railway Bd., Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-967-2723).

● Machine tools, including one hack saw capable of cutting mild steel up to 9″ dia. at 45 deg., one circular saw suitable for cutting 8″ squares and 15″ girders, and one milling machine suitable for surfacing ends of structural steel column. Tender No. MEIC/B.

Rlys/13(T)137(E)67.68, bid deadline Mar. 7. The Chairman, Union of Burma Railway Bd., Bogyoke, Aungsan St., Rangoon.★ (Telephone: 202-967-2723).

355 Special industry machinery

LIBERIA—Equipment, accessories for manufacture of plasticware. Requests price quotations c.i.f. Monrovia. Metalloplastica (Liberia) Ltd. (importer, wholesaler, retailer), P.O. Box 1405, Monrovia. WTD 12/67.

SWEDEN—Plastics working machinery, equipment. Direct purchase and agency. K. A. Curt Bjorklund AB (agent, distributor, importer), 6 Ferkens Grand, Stockholm C. WTD 5/67.

SWITZERLAND—Printed circuit making machinery. Direct purchase and agency. Robert P. Glaser (agent, distributor), Alte Winterthurerstrasse 112, 8304 Wallisellen. WTD 12/67.

TAIWAN—Machinery to make compressed wood for shuttles. Tonny Trading Co., Ltd. (importer, exporter), 70 Nanyang St., Taipei. WTD 10/67.

TURKEY—Machinery for making corn flakes. Celal Yetkin (manufacturer, wholesaler), Sini Ticaret, 864 Sokak, Turgutlu Ishan No. 53/118, Izmir. WTD in preparation.

Commercial popcorn machines to be installed in theatres, other public places. Celal Yetkin (manufacturer, wholesaler), Sini Ticaret, 864 Sokak, Turgutlu Ishan No. 53/118, Izmir. WTD in preparation.

356 General industrial machinery

NETHERLANDS—Industrial ventilation equipment. Representation for Benelux countries. Braat & Colt Ventilatie N.V. (manufacturer, importer), 3 Grotestraat, Cuyk. WTD 1/68.

SWEDEN—Air filters. Freon-Kyl AB (wholesaler), Hildebrandsgatan 1, Goteborg H. WTD 1/68.

THAILAND—Paint spraying guns for automobile repairing shops. Direct purchase and exclusive agency. C.i.f. or c.&f. prices, catalogs requested. Thye Nguan Importer Co., Ltd. (importer), 23-27 Chakrawad Rd., Bangkok. WTD 5/67.

358 Service industry machines

● **BURMA**—Supply of two sets of steam washing and laundry machines, including drying, ironing equipment and accessories. Tender No. MEIC / BRLYS/13(T)169(MED) 67-68, bid deadline Mar. 25. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-967-2939).

JORDAN—Automatic car washing equipment, complete with drying machinery, capable of handling between 30 and 50 or more passenger automobiles per hour. Requests literature, specifications, c.i.f. prices, terms. Kawasmi & Abu Ragheb (importer), P.O. Box 1185, Amman. WTD 12/67.

NETHERLANDS—Industrial airconditioning equipment. Representation for Benelux countries. Braat & Colt Ventilatie N.V. (manufacturer, importer), 3 Grotestraat, Cuyk. WTD 1/68.

SWEDEN—Water treating equipment, related products, all kinds, industrial, swimming pool, household. Agency and direct purchase. Ingenjorsfirman Vattenteknik AB (manufacturer, agent, importer, exporter), Regementsgatan 18, Malmo C. WTD 1/68.

Ice cube makers. Freon-Kyl AB (wholesaler), Hildebrandsgatan 1, Goteborg H. WTD 1/68.

361 Electric transmission, distribution equipment

SWITZERLAND—Digital measuring instruments. Direct purchase and agency. Robert P. Glaser (agent, distributor), Alte Winterthurerstrasse 112, 8304 Wallisellen. WTD 12/67.

362 Electrical industrial apparatus

BRAZIL—Generators of from 1000-2000 kw, 60 cycle, with generating capacity of 11,400-13,200 volts. Direct purchase and agency. Ibemag Importacao e Exportacao Ltda. (importer, agent), Rua Sete de Setembro 88, 4° andar, grupo 406/408, Rio de Janeiro ZC-21, Estado da Guanabara. WTD 10/67.

NETHERLANDS—Ca, Mg, A, and Fm electrodes. Payments against documents. Descriptive literature, price lists requested. Labarti (importer), 36 Parkstraat, Zaandam. WTD 12/67.

363 Household appliances

FRANCE—Electrical household apparatus, appliances of modern types such as electric ranges, cooking equipment; refrigerators, freezers; dish or laundry-washing machines; electric kitchen equipment and devices: knives; toasters; fryers; electric household wares not as yet currently sold in France. Direct purchase and agency. Catalogues, price lists requested. Cosset & Gagnolet (Ets.) (dealer), 7 Boulevard d'Arcole; 31- Toulouse, Haute-Garonne. WTD 12/67.

366 Communications equipment

● **PERU**—Supply and installation of an extensive communications system for the Lima Light & Power Co. Equipment requirements are divided into four sections, radio and microwave equipment, carrier wave equipment, mobile radio stations and private automatic telephone central exchange and associated equipment. Bid deadline Mar. 29. Specifications and conditions for each section may be obtained from the Motor-Columbus S.A., Huancavelica 279, Edificio Atlas 10 Piso, for about $25. Each section can be bid on separately.★ (Telephone: 202-967-4823).

SWITZERLAND—Communication, navigation equipment for light aircraft. Direct purchase and agency. Air Espace S.A. (importer, distributor), Attn: G. De Chambrier, P.O. Box 50, 2013 Colombier (NE). WTD 7/66.

VENEZUELA—Radio transmitters and receivers, professional, broadcast. Distribution for entire country. Ingenieria Electronica, C.A. (distributor), Avenida El Retiro 83, El Rosal, Caracas; or: Apartado 11284 del Este, Caracas. WTD 12/67.

367 Electronic components, accessories

GERMANY—Electronic acoustic signalling equipment, including communication equipment, electronic measuring and control devices, special equipment for long distance alarms, plant surveying equipment. Requests price quotations c.i.f. Hamburg or Bremen. Direct purchase and agency. Funke & Huster Elektrizitaetsgesellschaft Kettwig (manufacturer, wholesaler, exporter), 4 Lichtstrasse, 43 Essen/R. WTD 11/67.

SWEDEN—Precision resistors, capacitors polyester film, X-Y recorders, datalog systems and microwave instruments. Direct purchase and agency. Johan Lagercrantz KB (importer, sales agent), Gardsvagen 10 B, Solna. WTD 12/67.

Cells of glass, plexiglass or quartz for medical research. Direct purchase and agency. Tekno Maskin Import AB (importer, sales agent), Vintrosgatan 7, Bandhagen 4. WTD 12/67.

Electronic components, capacitors, ceramic mica, microwave components. Direct purchase and agency. Thure F. Forsberg AB (agent, distributor, importer), 58 Forshagagatan, Farsta 1. WTD 2/67.

SWITZERLAND—Integrated circuits; semiconductor elements. Direct purchase and agency. Robert P. Glaser (agent, distributor), Alte Winterthurerstrasse 112, 8304 Wallisellen. WTD 12/67.

369 Electrical machinery, equipment, supplies

SWEDEN—Electric medical instruments. Direct purchase and agency. American Electronics AB (agent), 15 B Norrlandsgatan, Stockholm C. WTD 10/67.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

371 Motor vehicles, equipment

COLOMBIA—Parts and accessories for passenger cars, trucks. Request price quotations c.i.f. Barranquilla. Jose P. Bohorquez, Almacen Cideral (importer, retailer), Apartado Aereo (Airmail P.O. Box) 586, Barranquilla. WTD 12/67.

372 Aircraft, parts

SWITZERLAND—Light aircraft, one and two engines; two-eight seats; aircraft accessories, engines. Direct purchase and agency. Air Espace S.A. (importer, wholesaler), Attn: G. De Chambrier, P.O. Box 50, 2013 Colombier (NE). WTD 7/66.

374 Railroad equipment

● **AUSTRALIA**—Preliminary inquiry has been issued for the supply of light weight electric passenger coaches for suburban service in Melbourne. Chief Mechanical Engineer, Railway Administrative Offices, Spencer St., Melbourne 3000, Australia. A copy of the preliminary is available for review only in Room 4314, Transportation Equipment Division, BDSA-596, Department of Commerce, Washington, D.C. 20230.

380 Professional, scientific, controlling instruments

SWEDEN—Hospital laboratory instruments, equipment. Direct purchase and agency. AB IBO Industri-Produkter (agent, wholesaler), P.O. Box 4035, Molndal 4. WTD 1/68.

381 Engineering, laboratory, scientific research instruments

KOREA—All types of scientific, laboratory instruments. Direct purchase and agency. Korean Scientific Promotion Co., Ltd. (sales agent), 2nd Flr., 43, 2-ka, Chong-no, Chongno-ku,

Seoul. K.P.O. Box 197 Seoul. WTD 1/68.

NETHERLANDS—Magnetic stirrers, hot plate combinations, automatic diluters, automatic re-pipets, laboratory centrifuges, water baths. Payments against documents. Descriptive literature, price lists requested. Labarti (importer), 36 Parkstraat, Zaandam. WTD 12/67.

382 Instruments for measuring, controlling, indicating physical characteristics

FRANCE—Oceanographic equipment and up-to-date scientific instruments of all categories designed for all phases of oceanographic research and allied operations such as coring tubes, plankton samplers, depth recorders, salinometers, photometers, others. Direct purchase and agency. Descriptive literature, price lists requested. S.E.C.A.S.I. (manufacturer), B.P. No. 36; Avenue Alexandre Eiffel; 33-Pessac, Gironde. WTD 2/66.

NETHERLANDS—Thermostats for laboratory use. Payments against documents. Descriptive literature, price lists requested. Labarti (importer), 36 Parkstraat, Zaandam. WTD 12/67.

SWEDEN—Oxygen analyzers, UV analyzers, density gradient column fractionaters for medical research. Direct purchase and agency. Tekno Maskin Import AB (importer, sales agent), Vintrosgatan 7, Bandhagen 4. WTD 12/67.

SWITZERLAND—Light aircraft instruments. Direct purchase and agency. Air Espace S.A. (importer, wholesaler), Attn: G. de Chambrier, P.O. Box 50, 2013 Colombier (NE). WTD 7/66.

383 Optical instruments, lenses

NETHERLANDS—PH meters, colorimeters, flame photometers. Payments against documents. Descriptive literature, price lists requested. Labarti (importer), 36 Parkstraat, Zaandam. WTD 12/67.

SWEDEN—Osmometers, photometers and filtering membranes and apparatus for medical research. Direct purchase and agency. Tekno Maskin Import AB (importer, sales agent), Vintrosgatan 7, Bandhagen 4. WTD 12/67.

384 Surgical, medical, dental instruments

SWEDEN—Hospital instruments, supplies. Direct purchase and agency. AB IBO Industri-Produkter (agent, wholesaler), P.O. Box 4035, Molndal 4. WTD 1/68.

387 Watches, clocks, parts

● **BURMA**—Supply of 24 pocket watches and 30 wall clocks, 12″ x 14″ dial, spring-electric type. Tender No. MEIC/BRLYS/7(T)33(T) 67-68, bid deadline Mar. 11. The Chairman, Union of Burma Railway Bd., Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-967-2939).

394 Sporting goods

FRANCE—Sporting equipment, athletic goods with the exception of golf equipment, preferably new products. Direct purchase and agency. Cosset & Gagnolet (Ets.) (dealer), 7 Boulevard d'Arcole; 31- Toulouse, Haute-Garonne. WTD 12/67.

399 Manufacturing industries

● **BURMA**—Supply of 2,200 tins of powder charge No. 1 for fire extinguishers, foam type, two-gallon capacity, refill; six sets of respirators designed for spray painting, complete with accessories; 280 refills for above respirators. Tender No. MEIC/BRLYS/13(T)160(M)67-68, bid deadline Mar. 14. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-967-2939).

NETHERLANDS—Hair brushes. Direct purchase and exclusive representation for Netherlands. Industrieterrein Honthorst, Woerden. WTD 11/67.

593 Secondhand stores

CONGO—Used clothing. Requests replies in French. Economat du Peuple (wholesaler, retailer, importer), B.P. 1389, Kinshasa. WTD 12/67.

596 Farm, garden supply stores

BRAZIL—Field, garden and flower seeds. Exclusive distribution. Seguezio & Cia. Ltda. (importer, distributor), Rua Voluntarios da Patria 147, Caixa Postal 1065, Porto Alegre, Rio Grande do Sul. WTD in preparation.

List of qualified firms available

An up-dated list of firms, included in the four selected international consortia, interested in financing and carrying out the works of the Cabora-Bassa hydro-electric scheme in Mozambique is available from the Building Materials and Construction Industries Division, BDSA-564, Room 4014, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3602.

East Pakistan to build hotels

Pakistan International Airlines (PIA) has announced that it is to build a 125-room tourist hotel in Chittagong, East Pakistan. Other hotels are also planned for Sylhet, Khulna and Rangamati.

The new Chittagong hotel will be owned by PIA, Pan American Airways and the Government of Pakistan.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

221 Broad woven fabric mills, cotton

NETHERLANDS—All types of novelties in home-textiles, such as brocade, bedspreads (cotton); crepes, cretonne, draperies; plushes, tapestry fabrics; table damask. Exclusive agency arrangements for Benelux, other European countries. Lodders Jr. F.N. N.V. (importer, agent), 8 Wassenaarseslag, Wassenaar. WTD in preparation.

223 Broad woven fabric mills, wool

NETHERLANDS—All types of novelties in home-textiles, such as blankets, mohair, flannels. Exclusive agency arrangements for Benelux, other European countries. Lodders Jr. F.N. N.V. (importer, agent), 8 Wassenaarseslag, Wassenaar. WTD in preparation.

225 Knitting mills, products

NETHERLANDS—Curtains, bedspreads, towels, dishcloths, all types of novelties. Exclusive agency arrangements for Benelux, other European countries. Lodders Jr. F.N. N.V. (importer, agent), 8 Wassenaarseslag, Wassenaar. WTD in preparation.

227 Floor covering mills, products

NETHERLANDS—Wall to wall coverings. Exclusive agency or sales agency for Benelux, other European countries. Lodders Jr. F.N. N.V. (importer, agent), 8 Wassenaarseslag, Wassenaar. WTD in preparation.

229 Textile goods

NETHERLANDS—Table covers, flouncings, curtains, all types of novelties. Exclusive agency arrangements for Benelux, other European countries. Lodders Jr. F.N. N.V. (importer, agent), 8 Wassenaarseslag, Wassenaar. WTD in preparation.

259 Furniture, fixtures

NETHERLANDS—Storage cabinets for hospitals, institutional use. Exclusive representation arrangements for Benelux area. Witra N.V. (importer, distributor), 2-6a Scheldestraat, The Hague. WTD in preparation.

265 Paperboard containers, boxes

TANZANIA—Paper, parchment cups, casings used in baking of various sizes of cakes and similar bakers' and confectioners' supplies. H. S. Dalal (manufacturers' representative), P.O. Box 245, Dar es Salaam. WTD 7/67.

281 Industrial chemicals

ITALY—Superior alcohols: oleic alcohol, cetyl alcohol and lauric alcohol for use in textile industry. Mari Prodotti Chimici (agent), Via Lanino 6, 20144 Milano. WTD 10/67.

PAKISTAN—Chemicals for use in textile industry. Requests quotations, C&F Karachi. Alam Ltd. (importer, agent), Bank House No. 1, Habib Sq., Bunder Rd., Karachi-2. WTD in preparation.

289 Chemical products

ISRAEL—Essential oils, aromatic chemicals for food flavoring, perfume bases, concentrates for soft drinks. Literature requested. Florasynth Israeli Enterprises Ltd. (importer, manufacturer), P.O.B. 673. WTD 12/67.

TAIWAN—Carbon black, other chemicals for rubber industry. Exclusive agency. Wilson Co., Ltd. (importer, agent), 7 Lane 53, Section 2, Hankow St., Taipei. WTD 9/67.

291 Petroleum refining

ITALY—Solvents; vaseline and paraffin oils.

Mari Prodotti Chimici (agent), Via Lanino 6, 20144 Milan. WTD 10/67.

306 Fabricated rubber products

SWEDEN—Surgical gloves; disposal, others made of latex quality. Medifa, M. Aberle (agent, distributor, importer), Norrtullsgatan 41-43, Stockholm. WTD 9/67.

343 Heating apparatus, plumbing fixtures

BELGIUM—All types central heating equipment. Emba Agenturen (agent, importer), 2 Zeevaartstraat, Antwerp. WTD 12/67.

ISRAEL—Cast iron oil heating boilers, radiators, valves for radiators for domestic heating; domestic dry-heating furnaces of single compartments. Catalogs, price-lists requested soonest. Oran Metal Works (importer, agent), Industrial Zone Romema, 10 Ahaliav St., Jerusalem. WTD 12/67.

349 Fabricated metal products

NETHERLANDS—Hand-operated plug and gate valves, according to A.S.A. specification. Exclusive representation arrangements for the Netherlands. Intechmij N.V. (importer, distributor), 68 Hoogkarspelstraat, The Hague. WTD in preparation.

353 Construction, mining, materials handling machinery, equipment

ITALY—Truck cranes, earth moving equipment. Samuele Gambari & Figli (representative), Via Lambro, Opera, Milano. WTD in preparation.

MEXICO—Oil well drilling equipment. Desires to act as commission agent. Aztecalita, S.A. (manufacturer, distributor), Att'n: Mr. Lou Leslie, Icazbalceta No. 57-1er. piso, Mexico 4, D.F. WTD 12/67.

NETHERLANDS—Fork lift and reach-trucks, gasoline, electric powered, also for handling bricks. Overhead conveyors for in-plant use. Special mobile cranes, electric, gasoline powered, up to eight tons lifting capacity. Special vehicles for in-plant materials handling use. Machines for unloading and handling heavy-duty tires. Special materials handling equipment for hospital and institutional use, such as movable tray racks. Exclusive representation arrangements for Benelux area. Witra N.V. (importer. distributor), 2-6a Scheldestraat, The Hague. WTD in preparation.

Labor saving equipment, parts, methods, systems for building industry, especially in field of concrete forming. Representation, licensing and/or joint-venture arrangements. N. V. Matab (manufacturer, importer, wholesaler, exporter, agent, bidding contractor), 39a Groenendijk, or P.O. Box 13, Nieuwerkerk a/d IJssel. WTD 1/68.

PAKISTAN—Scrapers, motorized, construction. Requests catalogs, quotations, C.&F. Karachi. Group Marketing Ltd. (importer, agent), P.O. Box 1444, Premier Insurance Bldg., Wallace Rd., Karachi 2. WTD in preparation.

356 General industrial machinery

BELGIUM—All types of liquid handling equipment. Emba Agenturen (agent, importer), 2 Zeevaartstraat, Antwerp. WTD 12/67.

357 Office, computing, accounting machines

ITALY—Data magnetic tape recorders. Soc. AN.NA. (agent), Via Arimondi 8, 20155 Milano. WTD 11/67.

NETHERLANDS—Charge recorders, industrial. Exclusive representation arrangements for Netherlands. Intechmij N.V. (importer, distributor), 68 Hoogkarspelstraat, The Hague. WTD in preparation.

Weight controllers for fork lift trucks. Exclusive representation arrangements for Benelux area. Witra N.V. (importer, distributor), 2-6a Scheldestraat, The Hague. WTD in preparation.

358 Service industry machines

ISRAEL—Mobile refrigeration; air conditioners, refrigeration equipment for automobiles, trailers, trains; refrigeration containers with controlled atmosphere (nitrogen CO_2) for precooling of food products. Mashav, Air Conditioning Engineering and Industrial Process Ltd. (contractor), 51 Beeri St., Tel Aviv. WTD in preparation.

361 Electric transmission, distribution equipment

ITALY—Illuminated push button switches for industrial use. Euro Cedag (agent), Viale Monza 40, 20127 Milano. WTD 6/67.

NETHERLANDS—Circuit breakers, air: ratings over 10.000 amperes; circuit breakers, power; power switching equipment; switchboard apparatus, except instruments; switchgear accessories; time switches, electrical switchgear apparatus. Transformers for electronic meters.

Audio frequency oscillators; Digital test equipment for electronic and electrical circuits and equipment; electronic test equipment for testing electrical characteristics; impedance measuring equipment; pulse (signal) generators; spectrum analyzers; test equipment for electronic and electrical circuits and equipment.

Exclusive representation arrangements for Netherlands. Intechmij N.V. (importer, distributor), 68 Hoogkarspelstraat, The Hague. WTD in preparation.

Relays, according to mil specification R5757. Exclusive agency rights for The Netherlands. Isolectra N.V. (importer, distributor, agent, exporter), 25 Dovenetelstraat, or P.O. Box 588, Rotterdam-12. WTD 3/67.

362 Electrical industrial apparatus

ITALY—Vibration, coaxial monitors. Euro Cedag (agent), Viale Monza 40, 20127 Milan. WTD 6/67.

NETHERLANDS—Temperature controllers, electrical. Exclusive representation arrangements for Netherlands. Intechmij N.V. (importer, distributor), 68 Hoogkarspelstraat, The Hague. WTD in preparation.

PAKISTAN—Generator sets, diesel-engine driven. Requests catalogs, quotations, c.&f., Karachi. Group Marketing Ltd. (importer, agent), P.O. Box 4144, Premier Insurance Bldg., Wallace Rd., Karachi-2. WTD in preparation.

363 Household appliances

NETHERLANDS—Food-warmers for hospitals, institutional use. Exclusive representation arrangements for Benelux area. Witra N.V. (importer, distributor), 2-6a Scheldestraat, The Hague. WTD in preparation.

365 Television receiving sets

THAILAND—Color television receiving sets, CCIR/PAL 625 line system, 220 volt-single phase, 50 cycle. Siam Motors Co., Ltd. (importer, distributor), 865 Rama 1 Rd., Bangkok. WTD in preparation.

366 Communication equipment

SWEDEN—Electronic military equipment; ultrasonic. Ajgers Elektronik AB (agent, importer), Fack, Stockholm 32. WTD 2/67.

367 Electronic components, accessories

NETHERLANDS—Nuclear detectors, solid state. Exclusive representation arrangements for Netherlands. Intechmij N.V. (importer, distributor), 68 Hoogkarspelstraat, The Hague. WTD in preparation.

371 Motor vehicles, motor vehicle equipment

PAKISTAN—Trailers, trucks, heavy duty. Requests quotations, c.&f., Karachi. Group Marketing Ltd. (importer, agent), P.O. Box 4144, Premier Insurance Bldg., Wallace Rd., Karachi-2. WTD in preparation.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Building. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor Home Savings Building, 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-301, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 577-4171.

CHARLESTON, W.VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 522-4750.

DALLAS, TEX., 75202, Room 120, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER, COLO., 80202, 16419 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 703 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 West Bay St. Area Code 904 Tel. 791-2796.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2131.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. 563-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, ORE., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

382 Instruments for measuring, controlling, indicating physical characteristics

NETHERLANDS—Amplifiers for nuclear applications; Geiger counters; liquid scintillation spectrometers; Nuclear radiation detection and monitoring instruments. Exclusive representation arrangements for Netherlands. Intechmij N.V. (importer, distributor), 68 Hoogkarspelstraat, The Hague. WTD in preparation.

383 Optical instruments, lenses

NETHERLANDS—Optical measuring instruments such as spectrometers, spectroscopes. Exclusive representation arrangements for Netherlands. Intechmij N.V. (importer, distributor), 68 Hoogkarspelstraat, The Hague. WTD in preparation.

384 Surgical instruments

BRAZIL—Veterinary surgical instruments. Exclusive distribution. Seguezio & Cia. Ltda. (importer, distributor), Rua Voluntarios da-Patria 147, Caixa Postal 1065, Porto Alegre, Rio Grande do Sul. WTD in preparation.

VENEZUELA—Medical instruments, supplies, Agency for Caracas, states of Guarico, Carabobo. Requests replies in Spanish. Jomarc Representaciones Medico Quirurgicas, S.A. (sales agent), Apartado N° 10.109, Sabana Grande, Caracas. WTD 12/67.

386 Photographic equipment

BELGIUM—Cameras, still, motion pictures; driers, exposure meters, flashlight apparatus, all types of photocopying equipment. Sobimex N.V. (manufacturer, exporter, importer), 9 St. Jacobsmarkt, Antwerp. WTD 11/67.

Leads for Importers

Commodities are offered direct unless specified

203 Canning, preserving fruits

CHILE—Fruit pulps. Conservas Aconcagua S.A. (producer), Casilla 120-V, Valparaiso. WTD in preparation.

281 Industrial chemicals

SWEDEN—Formaldehyde 40 vol. per cent, 10,000 ton, f.o.b. Rotterdam, in bulk or galvanized drums, 1,000 ton per month. G. & L. Beijer (importer, exporter), Goteborgs-Kontoret, Post Box 2135, Goteborg 2. WTD 6/1/66.

354 Metalworking machinery

FRANCE—Milling cutters to drawing (steel and tungsten carbide), small, medium, and large runs; for use by aircraft industry as well as for all branches of mechanical and engineering industries. Direct sales preferred through the channel of specialized importers and/or manufacturers of related cutting tools. Descriptive literature furnished upon request. Rito (S.A.) (manufacturer, exporter), 33- Le Haillan, Gironde. WTD 4/67.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

ENGLAND—Thomas H. Rosbotham, Chief Projects Engineer, and Donald S. Suddards, British Insulated Callenders Const. Co. Ltd., Kirkby Industrial Estate, Kirkby, Liverpool, interested in **overhead equipment for railroad electrification design, import of materials, and installation.** Jan. 13 via New York for four weeks. c/o P.A. Smith, General Electric Co., 2901 East Lake Rd., Erie, Pa. Itinerary: New York, Philadelphia, Baltimore, Washington, Erie, Chicago, Portland, San Francisco, Los Angeles. WTD 10/12/66.

George S. Hadfield, Director, Merton Engineering Co. Ltd., Central Way, Feltham, Middlesex, interested in obtaining licenses from U.S. companies for **manufacture and distribution in U.K. and Europe of construction equipment and/or off-highway materials handling equipment,** willing to eventually consider joint venture arrangement. Jan. 17 via New York for approx. six weeks. c/o T. Barry, No. 43, 7450 Bellfort, Houston 17, Texas 77017. Itinerary: New York; Toronto; Cleveland; Indianapolis; Grand Rapids; Chicago; Minneapolis; Omaha; Denver; Jackson Hole, Wyoming; Salt Lake City; San Francisco; Los Angeles; Houston; Denver. WTD 7/27/67.

FRANCE—Daniel Wajsman, Wajsman and Co., 21 rue d'Hauteville, 75 Paris 10, interested in **representing U.S. manufacturers of wash-and-wear and wrinkle resistant textile fabrics of cotton and combinations of man-made fibers and made-up garments for men, women and junior misses** (not underwear or overcoats) **as wholesaler-distributor.** Jan. 31 via New York for indefinite time. c/o New York Hilton Hotel, 1335 Ave. of the Americas, New York, N.Y. 10019 or Howard M. Reiss, Assistant Cashier, National Bank of North America, 1230 Ave. of the Americas, New York, N.Y. 10020, telephone area code 212-757-6000. Itinerary: New York, Philadelphia, others as necessary. WTD 5/67.

ISRAEL—Rubin Feuerstein, Director, Research Unit, Hadassah Wizo-Canada Child Guidance Clinic, 29 King George St., Tel Aviv, interested in **subjects on educational and clinical psychology and equipment related to such research, in visits to companies and/or factories producing this equipment.** Jan. 25 via New York for one month. c/o Prof. Martin Deutsch, Institute for Development Studies, New York University, Washington Square, New York, N.Y. 10003. Itinerary: to be arranged after arrival. WTD 12/67.

ITALY—Dr. Valerio Valeri, Export Manager, Pierrel S.p.A., Via Turati 30, Milan, interested in offering its license to produce firm's **cosmetics and toilet preparation** in the U.S. Jan. 29 via New York for 2-3 weeks. c/o New York Hilton, 1335 Ave. of The Americas, New York, N.Y. 10019. Itinerary: New York, Baltimore, Washington, Chicago, Los Angeles. WTD 6/67.

LEBANON—Farouk Ghandour, Middle East Technical, Industrial & Trading Office (METITO), P.O. Box 2109 or Riad Solh Square, Ghandour Bldg., Beirut, interested in **industrial equipment and chemicals, water treatment equipment.** Jan. 19 via Boston for 60 days. c/o Herbert R. Brown, 15-20 123rd St., College Point 56, Long Island, N.Y., telephone IN 1-4693. Itinerary: Boston, New York, others as required. WTD 3/67.

NETHERLANDS—Frank C. M. Fabisch, Export Manager, Peja Producten N.V., 99 Steenstraat, Arnhem, interested in becoming **exclusive importing distributor** for The Netherlands, West and East Germany and other East European countries **of U.S. suppliers of forestry and road construction equipment and in finding U.S. outlets and/or distributors for East German electric motors, diesel marine engines, machine tools, and high precision steel pipe constructions for automotive industry.** Jan. 21 via New York for three weeks. c/o T. Leegstra, 62 William St., New York, N.Y. 10005. Itinerary: New York, Detroit, San Francisco, Los Angeles, Boston, Washington, others upon request of interested U.S. companies. WTD 12/67.

SOUTH AFRICA—George T. Gardiner, Langeberg Co-op Ltd., Sanlam Bldg., Foreshore, Cape Town, interested in seeking **U.S. agents and investigating market potential for firm's canned fruit, jams, juices, vegetables.** End Jan. via New York for four weeks. c/o South African Embassy, 955 Madison Ave., New York, N. Y. 10021. Itinerary: New York, Chicago, Miami, San Francisco, Los Angeles, other if required. WTD 1/29/65.

Hong Kong seeks UHF equipment

The Controller of Stores, Store Department of Hong Kong, has issued Tender No. A-12118, for the supply of handheld UHF radio pack sets.

Bid deadline is Jan. 26.

Bid should offer fifteen UHF (460.5 MHz) radio transmitter/receivers, with rechargeable Nicad batteries, fifteen spare Nicad batteries and two battery chargers. In addition bids should include details of warranty, service, maintenance and two years spares list required.

Copies of tender announcement and specifications are available from the Controller of Stores, Stores Department, Oil St., North Point, Hong Kong or on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-658, Room 4125, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4038.

Libyan construction firm seeks association with U.S. firm

A Libyan construction and engineering company, Taher Al-Sagry and Co., plans to expand its activities and desires association with a U.S. engineering company seeking to enter the Libyan market.

The firm desires to contact U.S. companies interested in bidding on major Libyan projects requiring civil, electrical, mechanical and telecommunications engineering work. Among the various projects being considered by the firm is the prospective national television hookup as well as the proposed coaxial underground cable project.

Interested U.S. companies can obtain additional information by writing to Taher Al-Sagry and Co., Sciara, Ahmea Sherif, P.O. Box 2476, Tripoli. WTD 12/67.

New Books and Reports

***American Marketing in the Common Market.* By Vern Terpstra. Published by Frederick A. Praeger, Inc. New York. 1967. 170pp. $12.50.**

The author points out that in a world where common markets and free trade areas are multiplying, the American experience in the European Common Market constitutes a useful background for those marketing in similar areas elsewhere.

Top executives of 25 large U.S. manufacturing firms — 10 manufacturers of consumer nondurables; 5 of consumer durables; and 10 of industrial goods— were interviewed in depth in researching this study.

The result is a detailed review of how these corporations met the various problems of marketing in the European Economic Community.

Write: Frederick A. Praeger, Inc., Publishers, 111 Fourth Ave., New York, N.Y. 10003.

***Treaty Setting up the European Economic Community, Rome, 25th March, 1957.* In English. Published by Her Majesty's Stationery Office. London. 1967. 231pp. $3.30.**

This is a revised translation, not an official or authentic text, which exists only in French, German, Italian and Dutch.

In addition to the preamble, the treaty consists of six parts: principles, foundations of the Community, policy of the Community, association of overseas countries and territories, the Community's institutions, and general and final provisions. A series of annexes to the treaty are also included.

Write: Sales Section, British Information Services, 845 Third Ave., New York, N.Y. 10022.

***U.S. Department of Commerce Publications. Catalog and Index.* 1966 Supplement. Published by the Dept. of Commerce. Washington, D.C. 1967. 60pp. 25¢.**

The 15th supplement to the basic volume *U.S. Department of Commerce Publications* lists publications issued from Jan.-Dec. 1966. The booklet is also a cumulation of the 1966 issues of the *Business Service Checklist,* a weekly list of Commerce Department publications.

The basic volume, *Department of Commerce Publications* covers material published from 1790 to Oct. 1950, and is priced at $2.75. Supplements for the years 1951-59 are out of print, but available for reference at Commerce Field Offices and many depository and public libraries. Supplements for the years 1960-65 are available at 25¢ per copy.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Md. Port Authority booklet details terminal charges

The Maryland Port Authority has prepared a brochure with a concise table of charges applicable at the port of Baltimore. This is not a tariff but a compilation of rate information known as Traffic Reporter, Serial No. 1.

The charges are segregated as those applicable to cargo, to the vessel, to the land carrier, and the miscellaneous charges.

Write: Director of Transportation, Maryland Port Authority, Pier 2, Pratt St., Baltimore, Md. 21202.

***Twenty Years of Pakistan, 1947-1967.* Compiled and published by Pakistan Publications. Karachi. 850pp. $2.10, cloth cover, and $1.26, soft cover.**

Publication of this useful reference book coincided with the twentieth anniversary of Pakistan's independence. The book represents an effort to provide comprehensive and current coverage of the nation, its people, and the history of its development, in one handy volume.

Chapters on economic development, industry, agriculture, minerals, commerce, government and finance, and advertising media are of particular interest to businessmen, both those already doing business in Pakistan and those searching for new markets abroad.

Write: Pakistan Publications, P.O. Box 183, Karachi, Pakistan.

***The Practical Approach to Marketing Management.* By Stephen P. Morse. Published by McGraw-Hill Book Co. New York. 1967. 255pp. $9.50.**

A comprehensive coverage of the modern principles and techniques used by marketing managers and consultants in the United States and Great Britain is provided by this book.

The author describes marketing research methods and sales forecasting techniques, network analysis as a tool of marketing managers, the use of computers in solving marketing problems, and methods of improving sales force performance.

The book shows how the different aspects of marketing—product strategy, marketing research, sales management, and physical distribution—fit into the total marketing picture.

Write: McGraw-Hill Book Information Service, 327 West 41st St., New York, N.Y. 10036.

***Nordisk Handelskalender (The Key to Scandinavia)—Nordic Trade Directory.* Published by Nordisk Handelskalender. Copenhagen. 1967. Approx. 1800pp. $15.**

The 1967-68 edition of this directory lists some 100,000 addresses of business firms in Denmark (including the Faroe Islands), Norway, Sweden, Finland and Iceland.

All headings are printed in English and German in addition to the local language.

Copies of the directory are available for use at Commerce Field Offices.

Write: Nordisk Handelskalender, 63 Svanemollevej, Copenhagen-Hellerup, Denmark.

***Developing in Scotland.* Published by the Scottish Industrial Estates Corp., Glasgow. 10pp. Free.**

This booklet provides a short summary on the advantages of doing business in Scotland.

It will be of interest to businessmen operating under the recent Presidential guidelines for investment, with sections on government assistance, taxes and utilities, and a list of modern factories which are available for leasing.

Write: Scottish Industrial Estates Corp., 3 Wayside Place, Glasgow C3, Scotland.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1968—301-959/28

Calendar *for international traders*

ATLANTA—Feb. 7—Export Financing meeting, Conference Room, Chamber of Commerce, 2 p.m. Sponsors: Commerce Field Office, Eximbank, FCIA.

BETHLEHEM, Pa.—Jan. 31—World Trade Assn. of Lehigh Valley monthly meeting, Holiday Inn East, 6 p.m.

BOSTON—Feb. 8—Exporting Seminar, New England Industrial Trade Show, Suffolk Downs, East Boston, 3:30-5:30 p.m.

BOSTON—Feb. 9—Int'l Trade Center of New England dinner meeting, New England Industrial Trade Show, Suffolk Downs, East Boston, 6:30 p.m.

CHICAGO—Jan. 31—In-Office Meeting, Commerce Field Office.

CHICAGO—Feb. 8—Int'l Trade Club of Chicago, LaSalle Hotel.

CHICAGO—Feb. 13—Automotive Exporters' Club of Chicago, Builders Building.

CINCINNATI—Jan. 31—Cincinnati World Trade Club dinner meeting, Sheraton-Gibson Hotel, 6 p.m. U.S. Dept. of Commerce Night. Speaker: **Thomas E. Ferguson, director, Commerce Field Office.**

CLEVELAND—Jan. 31—Freight Forwarding Workshop, Conference Room, Cleveland World Trade Assn., 10 a.m. Sponsors: Commerce Field Office, REEC, Cleveland World Trade Assn., Small Business Admin.

CLEVELAND—Feb. 1—Eximbank/FCIA Conference, Community Room, East Ohio Gas Co., 9:30 a.m.-12:30 p.m. Sponsors: Commerce Field Office, REEC, Cleveland World Trade Assn.

CLEVELAND—Feb. 14—Doing Business Profitably in S. America, Conference Room, Cleveland World Trade Assn., 10 a.m. Sponsors: Commerce Field Office, REEC, Cleveland World Trade Assn.

HONOLULU—Feb. 8—Hawaii Industrial Week luncheon & conference, Honolulu Int'l Center, 12 noon. Speaker: William R. Norwood, High Commissioner, Trust Territories. Sponsors: Commerce Field Office, REEC, Hawaii Manufacturers Assn., Chamber of Commerce of Hawaii.

Calendar deadline

Information for publication must be received three weeks before the date of the announced event. Include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space. **Write:**

Managing Editor,
International Commerce
BIC-204
U.S. Department of Commerce
Washington, D.C. 20230.

HUNTINGTON, W. Va.—Feb. 7—Developing & Establishing Export Markets, Conference Room, Greater Huntington Chamber of Commerce, 10 a.m. Sponsors: Charleston Commerce Field Office, REEC, Small Business Admin., Chamber of Commerce.

KANSAS CITY—Feb. 6—Meeting for Exporters, U.S. Int'l Trade Policy, 12 noon. Sponsors: Commerce Field Office, REEC, Int'l Trade Club. Note new date.

KANSAS CITY—Feb. 8—In-Office Workshop for Exporters, Federal Office Bldg. Sponsors: Commerce Field Office, REEC.

MIAMI—Feb. 1-2—Businessmen's Consultation, **George T. Beck, Commercial Attache, San Jose.** Sponsor: Commerce Field Office.

NEW YORK—Feb. 1-2—Businessmen's Consultation, **Natale H. Bellocchi, Ass't Commercial Attache, Taipei/to Hong Kong.** Sponsor: Commerce Field Office.

NEW YORK—Feb. 6—FCIB Roundtable on Foreign Finance, Credit, Collection & Exchange Problems, Ben Franklin Hall, Advertising Club, 1:30 p.m.

SAN FRANCISCO—Feb. 15—Calif. Council for Int'l Trade luncheon, Hotel Mark Hopkins, 12:30 p.m. Speaker: **Alexander B. Trowbridge, Sec'y of Commerce.** Topic: Int'l Commerce: the Nation's Challenge.

SAVANNAH—Feb. 8—Export Financing meeting, Post Office Bldg., 9:30 a.m. Sponsors: Commerce Field Office, Eximbank, FCIA.

SEATTLE—Jan. 30—Workshop on Far East Markets for New Exporters, Hyatt House. Sponsors: Commerce Field Office, Small Business Admin., Northwest Airlines.

SPRINGFIELD, Mass.—Feb. 13—Springfield Export Sales Managers Assn. dinner meeting, "Cutting Cost for the Exporter," Ye Olde Coach Inn, Rt. 5A, Agawam.

ST. LOUIS—Feb. 6—Show You Export Workshop, Conference Room, Federal Bldg., 2 p.m. Sponsors: Commerce Field Office, REEC.

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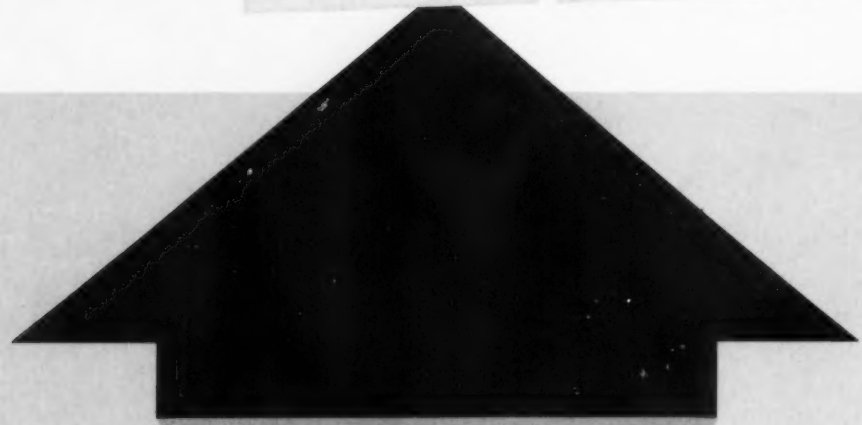

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